

# VIDEO NEWS Music, Hits, DVD **Are Holiday Stars** At Video Stores

#### BY SETH GOLDSTEIN and EARL PAIGE

NEW YORK-The holiday season ended as it began for home video continued strong sales for such direct-to-sell-through hits as Columbia TriStar's "Men In Black" and Disney's "George Of The Jungle" and a surveising surve in music titles, a genre left for dead until recently

But there's concern that the bellwether retailers of sell-through, like Wal-Mart, didn't perform as expected, dragging down results for (Continued on page 81)

# **CES To Serve** As Stage For **DVD**, Divx Feud

## BY SETH GOLDSTEIN

NEW YORK-Hollywood is returning in force to the International Consumer Electronics Show (CES) Jan. 8-11 in Las Vegas, courtesy of DVD and its pay-per-view

Not since the early days of home video, when CES provided the only venue for the display of studio titles, has the convention attracted as many big-name vendors. Most will be found at the booth hosted by the DVD Video Group (DVG), the trade association formed to promote the new format, and Premiere

(Continued on page 82)



# BY ED CHRISTMAN

NEW YORK-Consolidation of the music retail marketplace contributed to one of the best boliday selling seasons in recent memory for stores still standing. and

those music merchants say they see sales remai ing strong throughout January

We think there are legs on most of the hit product, so we expect business to be strong right through January says Larry Mundorf, president of the 150-unit, Carnegie, Pa-based National Record Mart chain. Most retailers describe this holiday selling senson as being hit-driven. Among the hits that

# Brand-Building **Retailers Turn** To Custom CDs

### 

has caught the eve of the wider retail community, with chain stores better recognized as purveyors of khaki releasing more CDs than some india record labels. Commentes like the Can-Starbucks Coffee are raiding recordlabel catalogs and discovering hot new acts for use on custom-made seasonal their own brand names.

(Continued on page 71)



led the way during the holidays were albums from Celine Dion. Barbra Streisand, Garth Brooks, Chumbawamba, Backstreet Boys, Usher, Hanson, Shania Twain, and LeAnn

chants agreed with NEWS ANALYSIS Mundorf, saying that as of Dec. 30

sales had yet to show signs of letting

Other me

In addition to the hits having legs, merchants said that they were surprised by two records during the holidays: Andrea Bocelii's "Romanta" and the soundtrack to the hit mysic "Titanic." In the case of the latter title, merchants say the album started to gain attention in the last two weeks of December. The film opened Dec. 19. Randy Davis, VP at the 11-unit, St Louis-based Streetside chain, points out, 'The Titanic' soundtrack hit so late in the season it is just now

(Continued on page 81,

# Video, Record Labels Gear Up For 1st Quarter Major, Emerging Acts Vid Suppliers Ringing In **On Release Schedule** BY EILEEN FITZPATRICK BY FRED BRONSON

After the fourth-quarter rush of

high-profile album releases, the first quarter is a new artists. The first three months of 1998 will include a fair share of developing acts, but

there will also be a number of apperstar releases, label debuts for well-known artists, and reissnes mined from back catalogs (see story,

backs of about 90 million Kellogg's

**New Year With Hit Titles** 

-Although retail-



ers are still enjoying sales from sell-through tiing the fourth ers are gearing up for the new year with more hits and seasonal promotions.

"SOUL FOOD"

Some of the hot titles include Buena Vista Home Video's "Hercules" and Columbia TriStar Home Video's "Air Force (Continued on page 88) **ORadio Brings** 

# PolyMedia, Kellogg's Team **For Compilation Promo**

BY ED CHRISTMAN

NEW YORK-In a move to stimu-

mium to purchasers of Kellogg's

In a bigh-powered promotional

campaign, PolyGram artists in four

and heighten the ita artists, Media, Poly-Gram's compilation division, has created four music compile tions that will be offered as a pre-

cereal products



songs from one of the four music genres: classic rock, country, pop, or Motown, Kellogg's purchasers can send away for the compilations. (Continued on page SI)



South African **Music Online** BY DIANE COETZER

JOHANNESBURG-Quincy Jones has solidified his longstanding involvement in South African music with QRadio, an innovative and multifaceted pro ject designed to bring South African music to American Internet users.

QRadio is a partnership between Jones and American Broadband Productions LLC, an Internet cont provider based in Washington, D.C. South Africa's national broadcaster. the South African Broadcasting Corp. (SABC), has also joined forces with Jones and American Broadband to (Continued on page 18)



# OLUMBIA TRISTAR HOME VIDEO IS PROUD BE NAMED THE RENTAL LABEL YEARS IN A ROWL

# NORLD!

AND DON'T FORGET OUR IMPRESSIVE 1997 SELL-THROUGH LINE-UP, INCLUDING RIVERDANCE, FLY AWAY HOME, JERRY MAGUIRE, MY BEST FRIEND'S WEDDING, ANNIE, MEN IN BLACK WITH MUCH MORE TO COME IN 1998.











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# Returning Congress Faces C'right Issues Tougher Record Ratings May Be Considered Also

### BY BILL HOLLAND

WASHINGTON, D.C .- When the nation's lawmakers return Jan. 27 for the second session of the 105th Congress, they are expected to come to agreement and vote on two pending hills of great interest to the copyright community.

Also, several legislators have hinted that they may deride to introduce new legislation that could raise the specter of toucher ratings for recordings with explicit lyrics Billboard, Nov. 15, 1997). If these members adout the precedent set by lawmakers who put the screene on the TV industry last year, at the very least it might mean a push for content and age restrictions for stickered records.

Meanwhile, the Federal Trade Commission (FTC) probe of the major record com panies continues to search for evidence of CD price fixing in the domestic marketplace through label collusion on minimum advertised price (MAP) guidelines (Billboard, Nov. 1, 1997). The commission has subpoenaed pricing-strategy documents from the major record companies.

Officials at the FTC will not romment on ongoing investigations. Some insiders point out that the commission instigated a similar probe in 1993 in connection with MAP, but after apparently coming up with no evidence of collusion, it let the probe drop in 1996.

The issue of amending the U.S. Copyright Act to extend the term of convright has been mired in political wrangling in recent years, and its future remains uncertain in the new session of Congress. Record companies, music publishers, and the performing right organizations have long been setking to extend the term of copyright from life plus 50 years to life plus 70 years, which is becoming an international standard. The legislation would amend the Copyright Act and bring the law into coordination with that of interna nal trading partners, giving the work of U.S. copyright holders the same protection offered in other countries.

While the term-extension legislation is straightforward and noncontroversial, it has been blocked by several legislators who have used the hill to pressure the per forming right groups, particularly ASCAP and BML to withdraw opposition to a seriarate pending bill. That bill, proposed by the National Restaurant Assn. (NRA), would offer restaurateurs a music license fee exemption for so-called "background music" in their establishments.

When I first learned that Rilboard was

planning to put together a 50th-anniversary

tribute section on my career (Billboard

Dec. 20, 1997). I knew that it would be a

wonderful way to mark the occasion. Now,

with the actual issue in hand. I can truly

appreciate what a treasured keepsake this

will become for me. I know of the tireless

efforts that were made by the Billboard

together, and I want to extend my heartfelt

thanks and appreciation. The final result is

a testament to the extraordinary profes-

sionalism and expertise that Billboard has a

reputation for, and this would be the only

place I would want to celebrate my 54th

Tony Bennett

New York

**RPM Music Productions Inc.** 

staff over several months to put the section

TONY TONY TONY!

on the restaurant bill last year that carved out major concessions for small-res owners has not deterred the NRA and its take ASCAP and BMI to the mat If the hill is passed the right societies claim the tions of dollars annually in general licensing income.

However, sources say this licensing issue, and the attendant blockare of the term-extension bill, has been to aggravate some lawmakers, who feel the issue should be settled outside the halls of Con-

The end-of-session passage of two other copyright-related bills indicates Congress may be tired of the spoiler approach

retheless, even if the logiam is broken on term extension, the performing right societies will still have to fight the licensing bill and push for a negotiated settlement when Congress returns.

During the first few months of the new session, lawmakers must also pass enabling legislation that will allow the Sepate to ratify the pending international World Intellectual Property Organization (WIPO) treaties. The WIPO treaties offer higher levels of copyright protection to member nations, including safeguards in the digital and online environments.

Although observers acknowledge the importance of ratifying the WIPO treaties, debate over the language of the enabling legislation has bindered its progress

At the Federal Communications Com ission (FCC), former chief counsel William Kennard was named chairman The recent announcement of a pay for play policy by CBS Radio (Billboard, Dec 1997) has already alerted FCC staffers to possible major changes in tra ditional radio station policies for music playhet

While Kennard has not given his view or the practice, staffers have already said that such paid airplay radio program seg ments should be announced frequently on the air. Observers say the new year may bring challenges to the controversial airplay-for-bucks idea, which could spur (Continued on page 83)

# **Canadian Gov't Commits To** Signing Two WIPO Treaties

### BY LARRY LeBI ANC

TORONTO Minister of Canadian Heritage Sheila Copps and Minister of Industry John Manley announced Dec. 18 that the Canadian government is rommitted to sign ing two international treaties presented by the World Intellectual Property Organization (WIPO). The announcement is the payernment's first ronfirmation that it intends to move forward with the legislation.

A timetable for passage was not disclosed at press time. The treaties deal with copyright protec-

tion in the digital age and with intellectual property protection for performers and phonogram producers.

The two treaties-the Performances and Phonogram Treaty and the Copyright Treaty-are designed to establish international minimum standards in convright and related rights. Once signed and then ratified by Canada's House of Commons and Senate, the legislation will significantly increase

on of copyrights in Canada in the digital age.

Canada and at least 30 other WIPO member nations have to ratify enabling legislation within two years of the treaties' December 1996 signing before they can go into effort

"These treaties are part of an ongoing international process to modernize comright laws to deal with the digital age," says Copps. "The WIPO treaties follow on the undating of Canada's Convright Art over the last year. Convright is the lifebload of creators, and new technologies make it all the more important to balance the rights of creators and the needs of copyright users."

Last year's Phase II revisions to Canada's Copyright Act, known as Bill C-82, did not address Canada's obligations under these international agreements, nor did they define digital transmissions and payments These had been set aside for Phase III revisions to the Copyright Art.

(Continued on page 81)

# LETTERS

#### PRICE OF HATRED: TOO COSTLY

Timothy White's recent "Music Biz: What Price Hatred?" column (Music to My Ears, Bilboard, Doe. 27, 1997) was courageous. He refused to dismiss recent distarbing remarks uttered by a senior label executive or the collective music business environment that may help foster such perceptions. He took on sev eral popular artists, recounting hate-filled lyrics spewed into the marketplace at what-

The music industry has sold some twisted roduct as "art" reflecting the streets; with hate-filled words and images, people are encouraged to embrace stultifying, one-dimensional hatreds and stereotypes, particularly when there are no alternative interpretations offered to even consider. It's a bit too casy and ugly, with no sense of responsibility sts throughout history have sought to uplift the human condition; in the late 20th

century in the music industry, it's still possible to make money with that aim. Thanks for trying!

Barbara R. Goodman Baines International Inc. New York

#### HEARD IT THROUGH THE GREAT VINYL

Terry McManus' commentary on the deline of vinyl singles (Billboard, Dec. 27, 1997) is a fine and true statement on their importance. Those of us in retail know well the vital place of the vinyl single in educating and en couraging bayers to move up to other, resular purchases and don't understand why so many potential buyers have been alienated. Gary DelMastro

Platters by Mail Fresno, Calif

Letters appearing on this page serve as a forum for the expression of views of general interest. The options efferted here are not necessarily those of HELoard or its casage serve. Letters desid he schwitted in the Letters Fellow Billowed, 101 Browleys, New York, NY, 1909.

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WORLD MUSIC . 4.000

# THIS WEEK THIS WEEK THIS WEEK BILLOOT THIS WEEK THIS WEEK THIS WEEK

Tap Or Tax News

 SFX Broadcasting become tops in the promotion busines with \$130 million purchase of concert promoter PACE Entertain

### Annana & Mesic

Executive Turntoble: Rrite soul promoted at RCA Records

 Peorl Jom's step book from the spollight looks like a sawy coreer move on the eve of its lotest oibum rejeose

9 The Beat: Bockstope of the Bilboord Music Awards with Spice Girls, LeAnn Rimes, and rth Brooks, among others.

11 Bastore, Grift Books proses \$638,640 of Rosemont. 's Rosemont Horizon.

11 Continental Drift: Jos Smith is only 18, but he



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12 Popular Uprisings: Bond, he band, makes its album debut March 17.

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# S 1997 YEAR END ISSUE

A special double issue featuring the top rankings in every category of music charts for 1997. To order extra copies of this standout issue for \$13 each call

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COMMENTARY .

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74. Real Estate 90. Norkel Watch 90. Chart Real: Frian John san-gle hits 14 weeks on top of the Hol 100.

90 Nomefront: New Billiocard Toleral Net sile on World Wide Web to debut at MIDEM Connes

**Innovative Acts Crucial To Health Of Music Biz** 

#### BY MICHAEL JAMES

The numbers may look fine on paper, but the record business is in trouble. For the last year. A&R directors have been waiting for the emergence of a new style of record ed music to drive industry growth.

They hoped that techno or electronical would do for sales what grunge or alternative did in the early '90s. Their hopes are misplaced: Grunge was not the driving force behind the industry-Nirvese was. It was an act, not a style, that proved the recipe for success by bridging the gap between art and commerce

So, is the challenge to find a Nirvana sound-alike? Probably not. Records are made by two basic types of artists: innewstors and smulators. Neither is inherently better than the other, but it is important to distinguish between the two when searching for new talent

In heavy metal or Nashville's current rsion of country, being an emplator may be the ticket. On the other hand, what per



orked wild L7, Note, The Re-

contana of the artists signal during the Nirvana-led Seattle explosion of the early '90s went on to success? In the long run, being an innovator is the key to longevity

#### and multi-platinum sales

Innovative artists lead the way for fresh. new stylistic movements in music and culture. They also tend to be the acts that endure-meaning strong catalog sales to CORDE.

Innovators are initially an acquired taste: because they do not sound like most of their contemporaries, there is typically resistance to signing them to recording contracts. After they are signed, they require development to realize their true potential Low stars offer got trapped to a viticus circle. Major-label record companies have

the advantage-and the disadvantage-of being able to get copious amounts of records into the marketplace, while indic labels, which have less pressure to have an instant hit, have the advantage of being free to sign an innovator. Unfortunately, majors (Continued on page 75)

Computation appearing on this page move as a fars in far the expression of views of general interest. The spatians offered here are not necessarily those of Riffmard or its management.



34 Hits Of The World: Celine Dion remains of the top of many

interactional abum charts

LAST YEAR FOURTEEN OF THE GREATEST LUMINARIES OF ROCK & ROLL urged the Nominating Committee to place Johnnie's name on the ballot.



DRIFTING HEART ROLL OVER BEETHOVEN TOO MUCH MONKEY BUSINESS HAVANA MOON SCHOOL DAY

(1957 TO MAY, 1958) ROCK AND ROLL MUSIC OH BABY DOLL I'VE CHANGED REELIN' AND ROCKIN ROCKIN' AT THE PHILHARMONIC SWEET LITTLE SIXTEEN AROUND & AROUND BEAUTIFUL DELILAH CAROL

(SEPTEMBER, 1958 TO 1959) MEMPHIS ANTHONY BO JO JO GUNNE SWEET LITTLE ROCK 'N' ROLLER LITTLE OVEENIE ALMOST GROWN BACK IN THE USA BETTY JEAN CHILDHOOD SWEETHEART TOO POOPED TO POP LET IT ROCK Ahmet Ertegun Chairman and Chief Executive Officer The Atlantic Group 75 Rockefeller Plaza New York New York 10019

Dear Ahmet:

It has recently come to my attention that Johanie Johason is being considered for nomination for the Rock & Roll Hall of Fame, I would like you to know that I am in full support of Johnnie's pomination.

Johnnie and I have been friends and musical collaborators for over 40 years. In my opinion, his membership into the Rock & Roll Hall of Fame would be of great value to the Foundation. His induction would round out the list of those musicians who made significant contributions during Rock & Roll's infancy.

[ certainly hope that Johnnie is given every consideration by the nominating committee to become a member of this year's list of nominees into the Rock & Roll Hall of Fame

Very truly yours Chuck Be

YOU NEVER CAN TELL PROMISEDLAND MARCH, 1964 TO 1966)

NO PARTICULAR PLACE TO GO LIVERPOOL DRIVE YOU TWO CHUCK'S BEAT LITTLE MARIE DEAR DAD SAD-DAY, LONG NIGHT IT'S MY OWN BUSINESS IT WASN'T ME IVA VIVA ROCK N' ROLL RAMONA SAY YES

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# **SFX Claims Top Promoter** Title Via PACE Purchase

orw was prepared by Ray Waddell, reporter for Ammement Business

Its \$130 million purchase of broad based concert promoter PACE Entertainment is the latest in a quick succession of deals that places SFX Broadcasting Inc. at the top of the corporate promoter ladder, territoand, until now, PACE.

The buy includes all divisions of Houston-based PACE, including its sports, and facilities group divisions (the latter oversees PACE's amphitheater interests). PACE owne two sheds and is partnered in 11 more with Pavilion Partners, which SFX also purchased for an undisclosed price from Viacom Inc., and Sony Music Entertainment.

PACE Entertainment chairman/ founder Allen Becker calls the deal a "bittersweet situation" but adda that he is pleased about the opportunity the deal brings for PACE's

upper management. "I'm 65 years old, and I'm coming to the end of my career," Becker says. "But much of our management staff are in the middle of their carcers, and now they have the opportunity to do some pretty major stuff. As a private corporation, you often suffer from the shorts."

Robert F.X. Sillerman, executive ebairman of SFX, was not available for comment. However, he said in a prepared statement, "With almost a quarter-billion dollars in revenue (Continued on page 82)

# E-Prop Gets All Of Martin

Label Licenses Reprise/Capitol Sessions

# BY IRV LICHTMAN

NEW YORK-Dean Martin, the star crooper who died in 1995, envisioned that his vast catalog of recordings on the Capitol and Reprise labels would day find a single home

The first step in that direction was his purchase in 1980 of some 400 manters he recorded at Reprise from 1962 until the early '70s. Now, in a licensing arrangement with Martin's estate, EMI-Capitol Entertainment Properties has acquired the Reprise asssions. along with access to the sessions owned hy its sister Capitol lahel, for which artin recorded from 1948 to 1951 (Billboard Bulletin, Dec. 16, 1997), in moving to Reprise. Martin joined a label founded by bis former Capitol labelmate Frank Sinatra.

Starting early this year, releases, updated with state-of-the-art digital processing, will begin to flow, includ-ing greatest-hits compliations, a based set, a Christmas collection, and other ums, save Eli Okun, executive VP of E-Prop. as EMI-Capitol Entertainment Properties is informally known. The recordings will also be available for sync arrangements for film, TV, special markets, and other media.

"We always thought that when Dean owned [the masters] we would at some point put it together at Capitol, so his complete recording career would be in one place," says Mort Viner, Martin's langtime International Creative Manaccment agent and executor of his

Viner says Martin, around the same time as his Receise deal, tried to buy his master recordings from his Capitol days but was turned down by the label, "He liked the way Capitol marketed his recordings," says Viner, "but as with the Reprise deal, he wanted control of the masters as one of his assets. Martin asked them to give him a number, but they said they weren't interested

As an example of programming that can now take place, Viner notes that Martin's Capitol recordings of songs with an Italian theme-including the pop hit "That's Amore"-could be comhined with his Reprise recordings of similar material to market what couldn't otherwise he done hefere. "In fact," Viner adds, "Martin did a

type of allure on Raprice he never did According to Viner, the licensing

deal is "oasically the same as any other We were paid an advance against royalties. This is a 10-year arrangement with an option to continue."

"We'll be able to market one of the great singers and stylists in music history in a way that was previously impossible," says E-Prop president Bruce Kirkland in a prep ared statement

According to E-Prop, none of the (Continued on page 81)



President Clinton nominated livey to replace outgoing NEA chairman Jane Alexander

Ivey, 53, whose nomination was announced Dec. 18, has been CMF director since 1971. The advocacy group

# Mama Concerts' **Avram Jailed For** Tax Evasion

#### BY WOLFGANG SPAHR

MUNICH\_Lording German prend or Mama Concerts is remaining allent about its future after the jailing of its founder and managing director, Marcel Avram, for 31/2 years on tax evasion

A coart here imposed the sentence Dec. 22, 1997, after Ayram admitted to 12 counts of evasion. Avram, who has already spent nine months in prison awaiting trial, was freed on ball after the hearing and is expected to return to jail in the spring

No comment has been forthcoming from Mama, although Avram's long standing business partner, Fritz Rau, says, "Avram remains head of the com pany, as before. I would have stopped working without him

The offenses took place between 1989 and 1992 and involve a total of around 5 million deutsche marks (\$3.4 million). Avram's sentence came despite the fact that he handed over the outstanding sum immediately after investigations began into his financial affairs at the beginning of 1997.

The charges center around Avram's romoting of German tours by such foreign artists as Liza Minnelli, Chris (Continued on page 81)



2000 Yaars Of Comedy. Comedy legends Mal Brooks and Carl Reiner visited Rhino headquarters recently to wrap up a tour promoting their Rhino comedy ralease "The 2000 Year Old Men In The Year 2000: The Album," Brooks and Reiner's first new comedy recording in 24 years. "The 2000 Year Old Man in The Year 2000: The Book (including How To Not Die And Other Good Tips)" is an accompanying 160-page hard-bound voluma featuring album highlights and additional original comady. Shown, from left, ara Rainer; Harold Bronson, managing director at Rhino; Brooks; and Richard Foos, president of Rhino

# Salsa Pioneer Jerry Masucci, 63, Dies Fania Records Co-Founder Made Latin Style A Hit

## BY JOHN LANNERT

Jerry Masueri, who masterminded the artistic and commercial evolution of salsa music in the '60s and '70s, died Dec. 20 of complications following abdominal surgery in Buenos Aires. He

In 1964, Masucci, a Brooklyn, N.Y.born attorney, co-founded Fania Records with noted Latin jazz/tropical flatist Johnny Pacheco. Over the next 15 years, Masneri would help spearhead the international popularity of a Cuban-derived. Afro-Caribbean sound from New York dubbed salsa.

Dozens of salsa stars recorded on the label, including actor/singer Rabén Blades and Willie Colón (who togeth-er cut "Siembra," one of the best-selling salsa dises of all time), Celia Cruz, Hector Lavoe, Larry Harlow, Bohhy Valentin, Roberto Roens, and Ismael

Fania's house band, Fania All Stars was a standout ensemble that recorded crossover Latin jazz/fusion dises with Billy Cohham,

Jan Hammer, Steve Winwood, and Erie

As Fania was creating and marketing the unstart salsa music, the label was virtually monopolizing the genre hy acquiring

rival New York labels like Cotique, Alegre, and Tico, the latter of which was owned by Morris Levy, the late industry veteran admired by Masure

Ralph Mercado, president of RMM Records, who often worked closely as a promoter and artist manager with Masurci over the past 35 years, says Masacci "made salsa music a but And when we hooked up with the Fania All Stars, it created the exclosion of what we know as salsa music today.

"He made records and mostes about e music and took it around the world He had the largest catalog of this music anywhere, and he helped make stars of abén Blades and Willie Colon."

Mercade, who was inspired b mercato, who was inspired by Masurei to start his own label in 1987. says Masueci was to salsa music what (Continued on page 82)

# **Industry Lauds Ivey Nomination** For NEA Chair

#### BY BILL HOLLAND

WASHINGTON, D.C .- Country Musie Foundation (CMF) director Bill Ivey, President Clinton's nominee for chairman of the National Endowment for the Arts (NEA), is expected to draw on his wealth of

experience with music industry advocacy groups. confirmation hearings after Congress neturns in late Inn. uary.



(Continued on page 82)

# **Clinton Signs** Net-Related La Machia Bill

WASHINGTON, D.C .- Presiden Clinton signed legislation Dec. 17 that closed a loophole in the Copyright Act that had unintentionally protected Internet thieves who claimed that they appropriating copyrighted works and mooding them on the Inter

The so-called La Machia bill, forally titled the No Electronic Theft (NET) Act, was supported by the Recording Industry Asan. of America (RIAA) and was passed by Congress

The new law will now allow the RIAA and its members to sue the owners of Interpet fan sites and unauthorized music archives that offer free music samples without authorization from record companies.

The law is one of two copyright bills passed by Congress in 1997. Two major copyright-related bills remain pendi (Continued on page 81)

# **RIAA Seeks Review** Of Rates Paid By Music Services

WASHINGTON, D.C .- The Recording Industry Assn. of America (RIAA) petitioned the librarian of Congress Dec. 12 to review a decision by the Library's Copyright Arbitration Roy-alty Panel (CARP) that recommended subscription digital cable and astellite music services pay artists and record companies 5% of annual variances for the right to perform sound recordings.

According to the RIAA, the services. such as DMX, Music Choice, and MUZAK, log more than 250,000 hours of music. The music industry trade group argued that the rate is too low.

It has asked for a higher "fair marketplace rate," pointing out in its filing the "analogous" cable movie industry of HBO and other services, which pay (Continued on page 82, BILLBOARD JANUARY 10, 1998

# MIDEM Focus To Include Small Labels

#### BY JEFF CLARK-MEADS

LONDON-New music, new media, and an old hand will be underlying themes of the \$2nd MIDEM, to be held Jan, 18-22 in Cannes.

The meeting will have a particular focus on and support for smaller labels that may not have been to Cannea before, according to Reed MIDEM Orpaniestics chief corrutive Xavier Rea In addition, the conference program will offer sessions on changing technology.

Ahmet Ertegun, co-founder of Atlantic Records and co-thairman/co-CEO of the Atlantic Group, is to be conored as MIDEM's man of the year Ertogun will receive a trophy named

for his late brother, Nesuhi, who was

onored as man of the year in 1989 for his work with Atlantic and his chairmanship of the International Federation of the Phonographic Industry. Roy says MIDEM is encourage

"the smaller but very creative labels to come to Cannes for the first time through the isunch of the MIDEM

"The club proposes attractive prices and maximum visibility and will allow these young labels to benefit from the international business platform that MIDEM offers," says Roy. The club will provide meeting facilities and listening booths for the labels, he adds, Roy notes that MIDEM is conscious of the increasing globalization of the world music market, of the emerging markets of Latin America and Asia, and of the rise of new sources for music

"The world music market, which has heen predominantly Anglo-Saxon, is becoming increasingly receptive to new styles of music," he states. "Dance and techno for example, but also Latin American phythms and world music are flourishing."

Roy asys the conference program will address all these issues and will inparticipation from peermusic CEO Ralph Peer II, Tommy Boy CEO Tom Silverman, and Patrick Zelnik CEO of Naive and former president of (Continued on page 81)

# Artists&Music POP . ROCK . R&B . RAP . DANCE . COUNTRY . LATIN . CLASSICAL . JAZZ . PRO AUDIO

# Growing Fan Base Awaits DiFranco Set Righteous Babe Aims To Meet Demand For 'Castle'

## BY CARRIE BELL

Ani DiFranco shared a stage with Bob Dylan for a series of shows last August. As odd as the pairing might seem, a close look at the do-it-vourseld female singer/songwriter and the rock icon reveals quite a few similarities.

Both admire Woodie Guthrie and other troubadours of earlier mus Both paint beautiful pictures with wordplay and rhyming lines. Both got started in the small clubs of the East Coast and tour constantly

They dabble in the music industry on their own terms. Both use music to deal with the triumphs and hardships of life. And both are social commentators for their respective generations. "Bob Dylan is the greatest poet of his

meration, a legend, an icon. But when I met him. I realized be is just a folk singer who loves playing music, a folk singer like me," DiFranco says, "Nelther of us run from that brand despite the fact that folk is a dirty word th many singers would jump into traffic to avoid. We have a love for the noncommercial aspect of it, a love for cre-

ating new things to share with people." Dropping Feb. 17, "Lâttle Plastie Castle" is the intert of these new cre-ations by the Buffalo, N.Y.-born Di-Franco on the label she started at age 20. Righteous Babe Records. The artist's fan base keeps growing, std the company is meeting demand with a first shipment of 250,000 units, according to label president/DiFranco manager Scott Fisher. The 40,000member fan club will receive a mailing announcing and selling the record.

"Retail gets more supportive with each release, and we are trying to respond to that demand," Fisher says. "They saw how great her numbers were when she was just selling albums from the back of her car. Now they see that people can't wait for new material, returns are low, and catalog numbers are constant.

According to SoundSean, DiFranco's first 10 releases (including last year's live double-CD, "Living In Clip") have sold a combined 799,000 copies since SoundScan started tracking album sales in May 1991, a year after her self titled debut was made available. This doesn't take into account CDs bought at non-SoundSean-monitored sources like women's bookstores, concerts, or mail order. These sources bring total sales to more than 1 million, and direct customer sales make up at least 15% of Righteous Babe's total CD sales, according to Fisher.

"Many people prefer to buy straight from the company. I think they see it as supporting the artist more directly." he says. "Of course, the mail order now incorporates T-shirts and posters also."

To keep interest high on "Castle," Righteous Babe will provide posters flats, stickers, and in-store play copies and will allocate more funds to co-op advertising with retailers than it has on previous releases, according to Fisher.

"This will be a bir album for us. Ani is someone our clientele supports wholeheartedly," asys Steve Bicksler, owner of the seven-store, Pasadena, Calif.-based Penny Lane Records. "Her last studio album was in our top 20 for weeks, and her catalog rema strong. She is a talented woman who puts out a quality album, an album enny Lane employees will surely get behind and talk un

Even for a major chain like the 1.372store, Minneapolis-based Musicland the demand for DiFranco's releases for exceeds most other independent artists. We don't have any hig promotions planned, but we will definitely earry R.

DEBANCO

and our buyer expects larger numbers than past albums," spokesman Brant Skogrand says. "She is in the upper ion of independent artists. Her con stant touring and all the media eoverage has broadened her fan base."

Skogrand says sales at the chain experience a lift when DiFranco comes to town. Fisher hopes that's the case when, in March, DiFranco hits Australia and Japan, does an April Eastern U.S. college market tour, and performs a coast-to-coast shed tour this summer. In May, she hopes to perform at Cazada's Winnipeg Folk Festival this summer and the New Orleans Jazz & Heritage Festival in May. DiFranco is booked by Fleming-Tamulevich

Righteous Babe will also push for listening-station spots, which some smaller chains and mom-and-pop stores have already promised.

"It is hard to resist Ani once you have spent some time with her music, Fisher says. "That actually sums up her success as well. She is what she is through old-fashioned hard work and good word-of-mouth."

The title track was sent to college, triple-A, modern AC, and modern rock radio stations in December. It will be followed later in the year by the soft spoken unconditional love song "As Is" and "Deep Disb," a fast-paced ditty accompanied by a plenitude of horns provided by John Mills, Gary Slechta, and Jon Blondell. The company plans to release music videos for the three tunes to traditional outlets and independent shows, which have been very upportive in the past. One of the video clips will use Cla

"I always tell her to make some radio-friendly songs-ones that don't say fuck, ones that are under 12 minutes long. But Ani is an artist who doen't approach her work with radio and retail in mind," Fisher says. "I guess the label lucked out this time, because there are a lot of great songs that are also suitable for airplay.

DiFranco's relationship with radio has been variable. She has been wellreceived on college stations, with more than 500 playing cuts from "Living In Clip," according to a Righteous Babe spokeswoman. DiFranco has had less luck with commercial radio, although that has been changing.

"We put her on as a night record after her concerts sold out and the CDs were doing well in local shops," says Lisa Adams, music director of modern AC KBBT (the Best) Portland, Ore, "There was immediate reaction from the andience, and we always get calls and requests. She speaks from the heart and isn't afraid to say anything. Women especially understand and like that

Adams says there is a rekindled bom in Portland because Elektra's Alana Davis is garnering attention with ber cover of DiFranco's "32 Flavors

"We are spinning that cut as well, and we get a lot of calls saying, 'Why don't you play the original instead? Adams says. "Ani will be a big artist for us in 1998, and we think if the album is as friendly as promised, it will be for others as well.

That isn't to say DiFranco, who also roduced the new outing, sacrificed her unut edge.

The music I write tends to reflect the mood I'm in or what is happening in my life at the time," says DiFranco, whose publishing is handled by Righteous Babe. "I was in a very fucked up state emotionally when I recorded 'Dilate,' and that is reflected lyrically and sonically. I guess the current mo doesn't require as many naughty words

"Seriously, I was out to have fun, and this album has a lot of improvisation to prove it. There is a wide range of subect matter, but it still concentrates on human relations

Of course, all the talk of sirplay, higher sales, and the press elippings to follow makes DiFranco-who built her empire on being independent to the core-a tad nervous.

"All of the attention and talk creeps (Continued on page 82)

# Exit Nine's Carstensen Gets Marketing Push Via GRP Deal

## BY DYLAN SIEGLER

NEW YORK-In the five years since the release of Dec Carstensen's first album, the critical interest surrounding her music has focused on one subtle difference between Caretensen and other singer/songwriters: the harp. Carstensen's sec ond abum, "Regarding The Soul," is slated for rerelease by Universal Jan. 27, and reviewers are already tossing around references to plucky cherabe, wedding receptions, and Christmas carols.

"I'm a singer/songwriter who plays the harp, but the key to my set is the three of these things together," says Caretensen, whose songs span the

mainstream retail and radio markets while maintaining a relationship with her faithful grass-roots-level fans.

"I had fallen in love with Dee's voice, and her lyrics really touched something in me," save Mainieri, "but I had thought of her as a stand-up singer until I saw her sit down at the barp." Mainieri, an accomplished vibraphonist and jazz session player, encouraged Carstensen to incorporate the harp into more of her songs. "When I heard her play, I said, This will blow people away.

Carstensen cites Mainieri, who is also her husband, as the single most important personal influence on her musical career. "I had never known anyone before Michael who I would throw ideas out

make



selling 'The Map' at the beginning of September, but now that we're doing a co-venture with GRP and there are lots of people supporting my work, we wanted to get the best product out there that we could. I had thought at the end of recording the first version of 'The Map' that I had said everything I wanted to say, that I should do some more living before writing any more, but now a couple of my new songs are really strong,

A revised version of "The Map. including different artwork and two new tracks, is set for release by GRP in May

"We're excited about working with GRP, especially because I get to keep my team. It's not like I got signed and goodbye. These amazing people are ing up there, and it'll still be them I deal with," says Caretensen. "It's also an incredible feeling to be on (president) Tommy [LiPuma's] roser at GRP

Carstensen has had her greatest sales success in the wake of concert appearances. "Live audiences go berserk because she's playing this huge instrument, taming this beast, almost. Dee makes her full impact in live shows," says Mainieri, NYC (Continued on page \$3)



genres of pop, folk, jazz, new age, and

Her use of the harp as her primary accompaniment is far from a gimmick, but, she allows, "I know that going out onstage with a harp and ying pop songs sets me spart from other female singer/songwriters. Most people get visions of old indies with tea cups and deilies when they think of the harn '

Caretensen knows firsthand the disadvantages of being pigeonholed. Her first altum, "Belowed One," which involved less harp and more piano in the arrangements, wound up gathering dust in jazz bins because it was released by the mostly jazz NYC label.

Lesson learned, Caretensen and NYC president Michael Mainieri cre ated the Exit Nine label expressly for the release of "Regarding The Sou in 1995. She remains the only artist signed to Exit Nins. In December 1997, NYC signed a joint venture agreement with GRP Records, distributed by Universal. Supported by a major-label marketing, promotions, art, and production staff, Exit Nine is eager to test Carstensen's appeal in

# Franklin And God's Property Top Gospel's Stellar Awards

#### BY LISA COLLINS

The song that America's hottestselling gospel superstar says brought him a lot of pain—while reeking up more than 1.4 million in unit sales—also brought Kirk God's Property, a record 11 Stellar Awards.

Franklin's awards included music video of the year, contemporary album of the

P)

year, producer of the year, and urban gospel performance of the year.

"It's not easy

to be the subject of discussion in churches across the nation and have people question whether or not you are saved. That burts, "Frenklin suid as be accepted top become for song of the year for "Stomp."

but Public resistory and the public resistory of the public resistory of the 13th annual Stellar Asymptoty of the 13th annual Stellar Asymptotic resistory of the 13th annual Stellar Asymptowith Valanda, Adams and "Sparth" co-star Miguel Nuncerin a clean sweep of the categories in which he and Goffs Property yielded nominations. It was as hours he hared with the choir's founder, Linda Steright, who was visibly overwhelmed.

"It's been a journey," Sexujak, 40, says. "Ay young people have worked so hard, and it's just beautiful what God has doen in making a difference in people's lives. It's all past of the vision that God pole to one in 1994, and as 1 go across the country, 1, challings people's in my age group the mature age group—to be more oper. When we allow music for youth in our churches that is relative. I declare that there will rescond."

It was also a big night for Shirley Casear, who scored three awards, including her second consecutive win in the traditional female vocalist eategory with her current release, "Live In Harlen."

The Canton Spirituals were again



earned him two awards, including male vocalist of the year. Dottie Peoples was honored with the coveted James Cleveland Award.

All are likely to receive a significant bump in sales following the air-



ing of the show in national syndiantion Jan. 12-Feb. 8. Geogel's growing mainstream cloat and the commercial success of artists like Franklin has brought increased retings for the Stellar Awards show.

Last year's program drew a Nielsen rating of 14, representing a four-point increase from the year before. And with higher retings have come blue-thp advectisers like Sears and Colgate, as well as increased ad retes and prime-time viewing slots.

"As our ratings grow, we're getting improved lime periods," notes Don Jackieso, who produces the abow for his Chicago-based Central CRy Productions. "We're on 100 stations, vs. 80 the year before. In chies like Houston and Chicago, we're on in prime time."

The two-hour special, honoring excellence in the gospel music industry while celebrating the legacy of Dr. Martin Lother King Jr., was held (Continued on page 28)

EXECUTIVE TURNTABLE



ALOUF WI

RECORD COMPANIES. Brian Malouf is promoted to senior VP of A&Ristaff producer at RCA Records in New York. He was VP of A&R. Tracy Wendroff-Rawnieki is

Tracy Wendroff-Rawnieki is promoted to manager of pre-production at Zomba Music Recording Corp. in New York. She was preduction coordinator. Arista Records in New York

Arista Records in New York ppoints Sol Guy director of inter-



national artist development. He was associate manager of urban music at BMG Music Canada. George Zamora is named VP/GM

George Zamora is named VP/GM of WEA Latina in Miami. He was managing director at Weacaribe.

RELATED FIELDS. Bill Lee is named director of licensing operations at SESAC in Nashville. He was senior manager of licensing at ASCAP.

# Jazz Vet Loeb Straddles Styles On New Set Shanachie Targets Radio With Guitarist's 'Moon' Album

### BY JIM MACNIE

Chuck Loob is a guitariat, producer, bandhader, composer, and ditty writer. He's worked in acoustic settings with the hippest of swingers, as well as plugged-in seasions surrounded by successful fankaters. The synergy between each of these stames emerges on Loeb's second album for Shanachie, "The Moon, The Stars, And The Sotting Sun."

Streeting Jan. 20, the disc ably displays several aspects of his artistle diversity. R. Wayne Martin, VP of media and artist relations for Shannchie, believes the quality of that diversity is going to give Loeb the most public prominence of his career.

"Listeners were really in tune with Chuck's last record, "The Music Inside,' " says Martin. "The new disc presents him in a more modern version of that same style. We've got a feeling it's going to be tremendously successful."

The self-deprecating Loeb puts the dise's commercial possibilities in a simpler light. "People tell me it's a good record," be chuckles. "Luckily, I think so, too." The 42-year-old Loeb, who has

The 42-year-old Loeb, who has worked with Larry Coryell. Stan Getz, Gary Burton, Steps Ahead, Nelson Rangell, Dwe Samuels, and many others, feels that "The Moon, The Stars, And The Setting Sun" schereos a balance between two areas that are often considered oppositional by some: smooth jazz and mainstream jaz.

"With this record, my writing and producing tends to be totally popjanz," he explains, "but in the playing 1 go for real improvisation—really, that's the core of the whole thing. I try to play as smart as I can on these dises."

Loob's guitar approach is marked by a fluid sense of phraning that atesdily creates and assugges tonsion. Tiny melodies come and go throughout his solos, linking themaelves to one another, playing tag with the backbeats behind them. "Just Ua" is a syncopated glide-

"Just Us" is a syncopated glide. "Beneath The Light" gives its solo a more emphatic groov's to ride. On each the guitarist makes casual moves that add up to considerable statements.

"Chuck is in the middle of two difforent realms," anys Martin. "His music isn't showy, and it's not schmaltzy. Which is great, because anytime you've got instrumental music for the masses, there's an opportunity for it to full either war."

"Jack in my low," may Look. "Tw always sidt hal Lwark Taylia Doken. The Start Start Start Start Start Start Halt Construction of the Start Start Halt Construction of the Start Start Part Start Five.' Even Monk had books in his music, a quirkiness."

Like most baby boomers, Loeb grew up with pop. The Beatles and the Stones ruled his world as a kid, and when he began to play, he was also quite taken with blues. But he says that playing simpler ultimately brought him to a wall.

"That's because there's only so far that is went harmonically." he explains. "When I first heard jazz it was like someone hit me wish a hammer. When I was 16 I did as complete about-face, listening to Wes Mont-Gomery, Charlle Parker, and Trane. For five years I was a staunch bopper, precticing eight hours a day."

It was Weather Report's "Black Market" that turned Loeb toward



LOET

fasion in 1975. "When Jaco [Pastorious] joined the band, there was an idea that pop and jazz could cohabitate. I found you could have integrity and do both things. These days pop is a bit more advanced."

### DEPTH AND BREADTH

Maintaining a well-sounded stance has nince boom a key Loob goal. "Yve always steered toward a scap-tonuts approach," be says. "People like Marcus Miller, Chick Cores, and Dave Grashmengay who produce, play, perform, write, do filma, and whatever — are my models. It's sort of by design, but it's sort of natural, too."

The breadth of Loeb's efforts is impressive. He has produced ultramodern tenor anyophonist George Garzone, and he has written theme music for several TV shows, including CNN's main theme and ABC's "Nightline."

During the first half of the '90s, the New York Knicks even used one of Loeb's melodies to begin their games.

"He has a tremendous knowledge of music," says wibraphonis/bandleader Mike Mainieri, "Someone will mention a Güfford Brown record, and be'll say, 'I've got that,' and then explain every tune on it. And, of course, he knows popthings from the '606 or the '006 and a fair amount of Spanish music." It was likely this combination of

It was likely this combination of musical acnmen and guitar chops that prompted Sting to recently call Loeb. The guitarist performed on a session for an animated Disney film carrently in production. "I played with Will Lee, Chris Parker, and this killer keyboard player from England; Earthn Kitt sang on the tracks. Talk a shoat someone who can write a smart, melofic tone you remember that's Sting all the way."

The respect Loob has eased in the contemporary has community can be fet on "The Moon, The Stare, And The Setting Sura" Joho Patthacel in part of the emsemble, Neison Bangell Lett Me Be Lonely Tonight. "Bob James and Andy Suitzer also partipate. Shannehic hopes that some of this admiration from more visible relatives helps convince Leeb's new listenties that convince Leeb's new lis-

"To start, we'll go back to where we previously had success, and that's radio," Martin says. "We've tried to make sure that they have the appropriate single for an emphasis track."

The albam's lead track is "Just Us." Shannshie did preliminary reissarsh with a fow statiens, including WJJZ Philadelphia and KTWV Los Angeles, programmers from each outlet got a chance to listen to a pair for tunes. The lisbel has also had meetings with the format's key consultant frm. Breadenst Architecture.

"That was just to make sure we were on target with the choice of singic," says Martin. "They confirmed our suspicions and told us all the warm and furnit." The sound is signature Chuck Loob, but there's also been a lot of musical growth."

"I was a little nervous about 'Just Ua,' " says Loeb. "The tune is just a little quirkier than some. But everyone liked it."

#### TIGHTENING UP

On the albam, "Just Us" runs 5:22. The released radio edit designed for smooth jazz programming has been scalated down to 4:30. Getting prerelease feedback from redio is a way of testing the waters, according to Martin.

"If it's a developmental issue, there's nothing wrong with looking for input from radio. Many labels do it You want to be sure you're on the right foundation. We don't leave them the music. We play it for them and take it home."

Michael Fischer, PD of KOAI (the Onsis) Dallas, got a sneck preview of the disc. He sometimes offers labels pre-release feedback on product. "I are the samp running over 5 minutes," he says, "and you can slawsy tighten things up. Most people think 4:30 is about right for the format."

Shanabie will place ads in all the major jarz publications, including Jarzis, Jaczi Times, and Down Beat. Martin sayu that Loob's manager and booking agem, Byuce Nicholas at Central Entertainment Services, is trying to add a few more dates coto a handful of May gigs with Gato Barbiert on the Weat Coast.

Putting Loeb on the road is cru-(Continued on page 23)



# Artists & Music

# **Renewed Pearl Jam 'Yields' New Set**

# Epic Album Reflects Band's Step Back From Spotlight

### BY BRADLEY BAMBARGER

NEW YORK-After Prog Jam's mega platinum early success and its enshrinement as a cultural icon, the band has worked hard to step back from the limelight. The group has followed an experimental muse on its records and generally eschewed the press, vid and (after the quinotic bout with Tickster) large-scale touring.

The biggest result of this path has been that Pearl Jam's SoundScan numbers have fallen with each new album from 8 million copies for 1992's "Ten" to 1.3 million for last year's "No Code." But the low-key ethos was partially borne out of necessity, according to the band. Without such an approach, Pearl Jam's striking new Epic album, "Yield," due

Guitarist Stone Gossard says the fact that Pearl Jam still even exists is thanks to the quintet's taking itself out of the "machine ... Being able to pull back from all that pressure helped give us the space to figure out our intern problems, within the band and within us as individuals. We gave each other some time off from each other. Actually, it's like we broke up but still made

And with the recent dissolution of



Seattle-sound pioneers Soundgarden Pearl Jam's struggie for space seems "Soundgarden breaking up hummed me out because they were such a great hand and that last album was my favorite," Gossard says. "But it also reminded me of the pressures of keeping a band together, which are almost always interpersonal and rarely musical. Trying to produce an art project with five people-especially when you're all tripping about what-ever you're tripping about when you're in your inte 20s-can be difficult, to say

"Now, though, we're more relaxed with each other in the studio. Everyone

# Mary Lou Lord Lands At Work With Her 'Shadow'

### BY CRAIG ROSEN

LOS ANGELES-With the Jan. 27 release of "Got No Shadow," Indie folk singer Mary Lou Lord makes the more to full-band accompaniment and to a major label in one feli swoop.

Aside from those changes, the album nonnocents exother reflectance for the singer/songwriter: Much of "Got No Shadow" features songs written by or with Lord's longtime musical stol Nick Saloman, better known as British act Bevis Frond.

For Work Group co-presidents Jor dan Harris and Jeff Ayeroff, the release of "Got No Shadow" also holds an important place. Although she wasn't the first set signed to the label, Lord was the first artist the executives pur sped following their departure from Virgin Records.

The two were introduced to the singer by Margaret Mittleman, who had signed Lord to a publishing deal with BMG in 1993. "Before we joined Sony, Jeff and I



for three hours in the dead of winter Still, it took Lord a while to decide

LOBB to make the move to Work.

There were 15 labels that wanted to sign me, but it was at a time when the whole industry was in a bit of a spin, she says. "All the indie bands were getting signed and there was a hogo back. lash I didn't want to be a part of that (Continued on page 27)

THE SOUND OF PROFESSIONALS\_\_WORLDWIDE."



is shie to 'set their's' without worrying too much. Really, our band unity has never been better. Evervone contributed more to making the record than ever, and after just opening for the Stones and getting to see them play so well after all these years, we're hungrier than ever to get out there and play the new songs and the old songs."

From events just before Christmas it seems that the modern rock sudience is hungry to hear Pearl Jam music too-oerhaps more than many industry pundits thought. Several radio stans leaked advance copies of the first single, "Given To Fix," before it offs cially went to radio in late December. WKRL Syracase, NY, ewn played an



All Americana. Atlantic staffers most and greet Bad Religion laad singer Greg Graffer, following the debut of his new solo project, "American Lesion." Shown, fram left, are Danny Buch, serior VP of promotion; Rnn Shapirn, executive VP/GM: Graffin; Vicky Germains, sanior VP; and Adam Abrameon. diractor of salas.

# Backstage At Billboard Music Awards, Part 2: Spice Girls, LeAnn, Evander

AS WE TAKE one long last glance back at 1997, we return to backstage at the Billboard Music Awards,

Worldwide fame has brought some global-size adjustments, admit the members of Spice Girls, the biggest of which is "jet lag," agree all five. Audiences around the world have embraced the act, hecause, as Baby Spice surgested. "we're so open. When people see that, they respond and become open." Ginger Spice added. "We've got a very American attitude. It's

the land of the free, anything goes, speaking up for yourself. That kind of thing matches what we're all about." The worst audiences: without a doubt, "industry crowds," said Sparty Spice. "There's never any pleasing them." Ginger Spice noted that the group's theme of girl power goes for females of all ages. "Girl power does work in such a male-dominated industry. It can translate to anything-you can

be head of management, you can pass your exams. Music can give you the feeling that you're not alone. The Spice Girls are all about friendship

LeAnn Rimes, who has had trem dous cro success with her version of "How Do I Live," said she hopes she'll continue to be able to cross genre lines and do things her way. "When we released our second album "Unchained Melody/The Early Years"] so fast after "Blue," people said, 'You're cruzy." When we released the third album ("You Light Up My Life—Inspirational Songs"), they said, 'You're really cruzy,' and it was my highest-charting debut." Following her appearance on the Billhoard Music Awards, Rimes was playing four shows in Vegas, but she admitted that it was a drag not being allowed in the casinos because she's underage. "Three years ago, I used to go anywhere and never get earded," she allowed with a giggle. "Now I get earded all the time. I need to get a brown wig.

Teen R&B sensation Usher credits his mother and nansger Jnnetta Pattnn with kceping his career and life together: "My mother is one person I definitely look up to, and I give her all respect ... journal to serimitly loom ity in it. If a keeping me grounded." Eltan Jahn, whose "Something About The Way You Look Tonight?"Can-die in The Ward 1997" has hhocked Usher's "You Make " from reaching the No. 1 slot on Bill-Me Wanna board's Hot 100, is on the singer's short-list of people with whom he'd like to work. "I dream of sceneday working with Elton John, Stevie Winder, Toni Braxton, ng the three-year gap between his debut and 1997's "My Way," Usher said there will be no such delay on a follos-up to his current hit: "I think I should get right back [and make a record], even if it's a live album." One plot on his list is reuniting the famed production team that runs his label: "I'm trying to get L.A. and Baby-face together to do one last dance. L.A. told me if they do, I'd probably be the only person they'd do it for

Although Stephan Perkins, lead singer of Third Eye Blind, says that he expects the hand to be touring behind its current album for another year, "our next two records are already written. We're going to make a fucking brilliant second record." Despite many offers. the group played only one radio station Christmas show

in 1997, for KROQ Los Angeles. Explaining the act's reticence to play the holiday concerts, Jenkins said, "There's a lot of politics among radio stations that are not necessary . . . I don't think the audiences care. If I may speak to the program director, this is a contest among the radio stations. among themselves. We get caught in the middle of these politics, and I don't like it." Most people know that world

heavyweight boxing champion Evander Hnlyfield, a celebrity presenter at the awards show, trains to gospel music, but what does "the Real Deal" listen to when be's relaxing at home? Coming from a person who gets paid handsomely to knock people unconscious, the answer is rather surprising: "I like Lather Vandross, Toni Braxton. I like the love, so I like people who do the love bal-

Garth Brooks, one of the best live performers today, says he always keeps in mind what he learned during his bar-playing days in the mid-'80s in Oklahoma. "The thing I learned is that numbers matter not. If it's one names or 1 million it's all shout the same thing. How do you affect that one person. The greatest compliment I get is when someone says to me, 'I felt like you were playing just for me."

Burt Bacharach, who has been writing with Elvis Costello, met with the English singer/songwriter just before Christmas in New York for more collaborative work. According to Bacharach, the pair has close to 10 songs completed. The material will likely make up ello's first album after he secures a new label deal (he recently parted company with Warner Bros.). Bacharach, who recently saw some of his '60s instrumental recordings reissued on MCA, said he probably wouldn't undertake a similar project now: "I don't know what the climate is for an instrumental alhum. It also represents a huge chunk of work." And whenever he does record again, don't expect Bacharach to go the vocal route: "I'd sing eight bars, like I do now in con-

Assistance in preparing this column was provided by Chris Morris and Craig Rosan.

BELLINCARD JANUARY 10, 1996



by Melinda Newmay

launched Harris and Awroff Cambridge, Mass., where they watched Lord busk in a subway station

# **Old Calling Draws Back Verve's Callier** Folk/Jazz Artist Returns To Music After 16 Years

### BY JIM BESSMAN

NEW YORK-It's hard to be both a single parent and a full-time r artist, as Terry Callier knows. After a 16-year histus, be's returning to music with the Jan. 27 release of "Time-Prace" on Verve Forecast

Callier enjoyed a promising career in the '60s and '70s as a mainstay in Chica-go's folk chubs, recording well-reserved folk-lanz albums for the Cadet and Elektra/Asylum labels. A member of Jerry Butler's Chicago Songwriters hop, he and partner Larry Wade wrote the Dells' 1972 hit."The Love We Had Stays On My Mind." "Sign Of The Times," from his 1979 album became New York R&B ait To Low personality Frankie Crocker's theme song, and Callier also performed at the treux Jazz Festival in Switzerland

But then producer and Elektra/Asy hum exec Don Minell, who had signed Callier, left the label, and Callier's deal expired. When his then 12-year-old daughter decided to move in with him. Callier's cornings from music were insufficient to support two. So they moved in with his mother, and he took a com puter programming course, eventually landing a job at the University of Chicago's National Opinion Research Center

"I could have gone on the road, but I wouldn't have been there for my daugh ter," says Callier, who still works at the social science research center but has been rediscovered, first by the acid-jazz. scene in the U.K.-where a compilation of Collier's Codet recordings has been ned-and new by Verse Eurocest

The last studio material Collier cut although a 1982 concert recording." was issued last year by Chica. go indie Premonition Records) was a 12 "I Don't Want To See Myself inch EE (Without You)," which came out in 1982 on small Indiana indie Erect Records. "I got a call in 1991 from Eddie Pillar.

irman of Acid Jazz Records in the U.K., who said it was getting played in the clubs and getting a fantastic reac-tion," says Califer. "He released it over there and in Europe, and it jumped off better than new music



ords, a PolyGram bel that is releasing "TimePeace" Feb. 2 in England-with Verve Forecast to follow in other territories.

CALLIER

"It's an interesting story," says David Neidhart, VP of Verve U.S. "Here's a man who had a pretty successful career going, and he prioritized his life, raising his child and working a job-which is something a lot of people can identify with. But he remained a musician, and this is his first chance in a long while to get his music out to the public

Callier actually bad to cut "Time-Peace" on weekends, due to his work obligations. Using vacation time, he managed to go to London to record three sides with his U.K. musicians because they played so beautifully and pported me when I played there-so od to use them '

All of the songs on the album are of recent vintage, some "Joyn Sparrow" which is inspired by a colorful hird that Callier used to visit at Chiesen's Lincoln Park Zoo. The new sours, he says, continue his previous concerns with human relationships and social problems-"though there are more problems now and they're more pressing"-as well as his own interaction with society.

Having been influenced equally by z, and R&B ("My morn, God bi folk is her, had a tremendous record collection"), he notes that "TimePeace" contains as updated Callier sound, as evidenced by the rap on "Traitor To The Race" and the world-beat of "Keep Your Heart Right" and "C'est La Vie." The title track, the full mame of which is "Time-Peace/No One Has To Tell You/Build A World Of Low," faces Callier off against the tenor sax of Pharaoh Sanders.

Verve is looking to generate new awareness of Callier, says Neidhart, "A major component is that a lot of people are reading about him, because of the resurgent U.K. interest in him, especially among acid-jam-type musicians," he says. "We want to capitalize on the press buzz overseas and expect a lot of atures here-which inevitably trans late to the hardcore music fans, the people who are into Jonatha Brooke and Beth Orton," the latter of whom cites Callier as a major influence.

Album track "Coyote Moon," mea while, is being shipped to triple-A radio Jan. 12. "Terry's the kind of artistand story-that triple-A traditionally embraces," says Neidhart. "But we're also servicing roots formats because tere's a strong country flavor to some of the songs, and we are going after folk specialty shows, college jaiz stations, and even some of the more adven turous smooth jazz stations. We expect to be all over the place, truth be told."

Retail efforts involve a cassette sam ler including "Ride Suite Ride," More Blues," and "Cayote Moon." The tanes will be suppled to retailers for counter giveaways and serviced to lifeatyle outlets like coffeehouses We're focusing on the Midwest but also San Francisco and other hipper sical communities," says Neidl Callier is set to return to the U.K. for

a tour in late January and February (Continued on next page)

# **Caroline Hopes U.S. Can't Live Without Air**

## BY DOUG REECE

Though Air, a French electronic due that draws inspiration from modernist philosophy and the pastoral, might seem an eccentric project for a label to pin its first-quarter hopes on, Caroline Records is confident that the Jan. 27 release of the act's debut album, "Moon Safari," will find a welcome home in the mainstream. The label's hopes have built with Beck's decision to remix the pair's first U.S. single

Already the act, which is made up of Nicolas Godin and Jean Benoit Durckel, has proved itself as a popu-lar draw in France and the U.K. with its first single, "Modular Mix."

It was that song, written as the musical accompaniment for mod-ernist painter/architect/theorist Le Corbusier's conceptual Modular Man. that out Air the attention of the label Source when the single was released by small French label Solid in 1995.

Ewntually, Source reissued the ingle, and the act turned up on the st three "SourceLab" compilatio The track also took root in the U.K

after being licensed by Mo' Wax. Meeting in college, Godin and Dunckel collaborated as part of the rock band Orange. After the two graduated and became an architect and a teacher, respectively, they con-

tinged their musical pursuits "We complement each other," says Godin. "If you do music with people who you have too much in common with, all points are going the same direction. Me and J.B., we're opposites, so our music soes in different directions and is very large."

While Air's notion of an expaound has so far served it well, its burgeoning notoriety in Paris has also



resulted in some distress

When it came time to write songs for the album, Godin says, the pair retreated to its hometown of Versailles, an area best known to tourists. as the home of the epulent Palace of Versailles

"It was when we were making music in Paris that things started to get harder and harder for us with all the huzz," he adds. "We wanted to come back to Versuilles to find again the sensations and feelings of when we started music as kids. When I remember what it was that made me want to make music then, it helps me to find those principal desires

What has resulted is an othereal. sweeping vibe that winds its way through a series of languid, glimmering sonic portraits.

We got really excited about this band from the singles, and we realized from the start that they were doing something entirely in a class of its own," says Caroline director of associated labels Nick Clift, "It's a classic pop album, but there's something there to appeal right across the board. It's very cool and hip, and it also has a great degree of imagina-

(Continued on next page)

# RENEWED PEARL JAM 'YIELDS' NEW SET

(Continued from preceding page)

advance of "Yield" in its entirety, which precipitated the illicit Internet circula-tion of high-fidelity audio files produced from a tape of the prosdeast-much to the consternation of band management Epic, and the Recording Industry Assn. of America (Billboard, Dec. 27 1997)

Hardly contrite, WKRL PD/morning host Fatman says the new Pearl Jan tracks were wildly popular among his listeners, with calls afterward voluminous and "totally, overwhelmingly" positive. Although KJEE Santa Barbara. Calif., resisted jumping on "Given To Fly" early, GM/PD Eddie Gutierrez says he thinks the emotive, anthemic ballad is going to be "a smash," despite the fact that light aka-pop has domi ated his playlist rather than hard rock in the past year

"We've been playing some of these new rock bands like Days Of The New and Creed," Gutierrez adds, "but my attitude is why play pale imitations of great groups like Pearl Jam and andgarden when you can play the real thing when you have it." Beyond standard sirplay, Pearl Jam

will distribute one of its occasional, free-form "Monkey Wrench" radio programs Jan. 31 to any station that wants. to air it. The four-hour show features live performances from the band-Gos-sard, vocalist Eddie Vedder, guitarist Mike McCready, bassist Jeff Ament, and drummer Jack Irons-along with some special guests.

But if radio is a lock for the new Pearl Jam, MTV isn't-the band hasn't shot a video for "Given To Fly. Gossard says the band filmed consid erable live footage over the past three is and shot some "Yield" rehearsals. Vet while a longform video may be colled from the material for issue later this wear it also may just turn out to be "version of "The Kids Are Alright' in 10 years," says the band's eattle-based manager, Kelly Curtis, referring to the Who doct

According to Both Dube, a buyer for the Boston-based, 18-store Newbury Comits chain, Pearl Jam's refusal to court "the kids" with videos and meh may contribute to the new album being a tough sell. "The album is going to do great with the band's core fans, with-out a doubt," she says. "But the 13- or 14-year-olds who are really buy sic-they don't know who Pearl Jam

"So, Epic has to support the albu which they didn't do out of the box with the last one." Dube adds. "They did better later, but we had a 55% drop in firstday sales from "Vitalogy' to 'No Code-and we had added four more stores in the meantime. The thing in Syracuse [with the radio and Internet leaks), that's going to help build up demand, though. Something like that is a real grass-roots celebration of the music, something the kids can get into without any corporate influence." Regarding the initial actup of

"Yield," Epic senior VP of worldwide marketing Steve Barnett says this is the first album since "Ten" for which the label has had the lead time to do the joh right. "Pearl Jam has always ch sen their own route, and we at Epic ort their decisions. We've alw just worked with what the band has ison us and this time up have more

Barnett adds that the effort on behalf of Pearl Jam will be a global one. pointing out that catalog sales have been strong worldwide and that "No Code" sold more than 3 million copies nternationally. In the U.S. alone, some 3,500 retailers will feature product displays that will feature 40 pieces of ield" and 40 pieces of catalog. "Yield" will be issued in CD, cassette vinyl LP and MiniDiar formate, with release set for Feh. 2 in Europe and Jan, 28 in Japan

On Feb. 20, Pearl Jam kicks off its '98 our with a show in Maui, Hawali. A late February/March tour of Australia and New Zealand follows. An indication of the band's pail Down Under: Tickets for the three early March shows at the 12,000-capacity Melbourne Park sold out in 17 minutes. Some 40 summer dates are planned for U.S. arenas and sheds; according to Curtis, Pearl Jam will try to avoid Ticketmaster venuer general, and stadiums in particular he band doesn't have a lemon," jokes Curtis in a reference to U2's extrava-

The group is booked in the States by Artist Direct in Los Angeles; shroad its shows are arranged by London's International Talent Booking.

The songs of "Yield" seem especial-ly suited for lize shows, including some of the most immediate material of Pear Jam's career as well as some of the hardest rocking. The rancous "Do The Evolution" is a highlight, with Vedder pushing his voice to extremes in a ve nusical fashion. Producer Brends. O'Brien says he's continually impressed by Vedder's expressive talent: \*Eddie appeals to people on a lot of different levels, hut he is undenishly a great singer, one of the best. And on this new record, he really shines.

O'Brien-who has helmed each of Pearl Jam's records since 1993's "Vs."-points cut that unlike "Vitalegy," which was prepared on the road and "No Code," which was concocted or the spot in the studio, "Yield" reflects each member of the hand. Aside from 'Given To Fly" and "Do The Evolu tion," the disc's crowd-pleasers include the melodious raver "Brain Of J," the souring "In Hiding" (a good bet for the second single), and the Beatlesque clos er "All Those Yesterdays

Beyond "Yield," a new, non-albun Pearl Jam song will be available on the spring soundtrack to the indie film "Chicago Cab," released by Gossard's Loose Groove label (distributed by RED). Other bands on the soundtrack include Supergrass and Epic recording act Brad. Gossard's side project with tchel's Shawn Smith.

Aiso, Pearl Jam recorded Irons' turs "Happy When I'm Crying" for a 7-incl split single with R.E.M., which was Christmas gift not only to the 65,000 members of its fan club bat to R.F. M.'s club, too,

# Artists & Music

#### CAROLINE HOPES U.S. CAN'T LIVE WITHOUT AIR (Continued from preceding page

To set up the project, Caroline has been seeding the market with the act's "Premiers Symptomes" EP, which bowed in September.

"We've been concentrating on getting to the really good indie stores that know music and can talk about the band ly groovy underground music," says Clift. and educate consumers about this real-

With this approach in mind, Caroline has also serviced the EP to a core group of college and public stations with a past history of playing Source material.

Two weeks before "Moon Safari" drops, the label will launch the second wave of its radio push with widespread album mailings to college stations, specialty shows, and public and triple-A catlets

Capping off the label's efforts, modern rock stations-and those that reacted positively to the fall-lengthwill receive on Feb. 10 an edited 31/2minute single for "Sexy Boy," Beck has agreed to remix the tune.

Source A&R representative Marc Teissier du Cros says that the Grammy-winning artist volunteered to do the remix immediately after hearing an advance copy of "Moon Safari."

"The first time Beck heard it was in between shots of the 'Dead Weight video " says Teissier du Crr- "He didn't know anything about Air or where they came from, and he just said, 'OK. I want to do this

Meanwhile, clubs will receive a limited 12-inch promo of the song featuring remixes by Parisian DJ Etienne De Creey (aka La Funk Moh) and Cassins of Motorbass on Tuesday (5).

Of that set Clift says, "We seen't planning on releasing the 'Sexy Boy' single commercially, but if we do, it won't be unless we get the right volume of radio support to warrant it. Conamers can look, however, for a release of the single with the Beck remix later in the new year."

There is a possibility that Beck will rework other Air material.

Air has also found a noteworthy ally

in Beastie Boy and Grand Royal CEO Mike Diamond, who tried to sign Air before it secured its U.S. deal with Car

According to Trissier du Cros, Dis mond has asked the members of Air to remix s track for Japan-based Buffalo Daughter, whose album "New Bock" hours in March.

Other interesting third parties include designer Agnès B., who has agreed to create a limited-edition line of clothing featuring the band's logo alongside her own.

In addition to Air point-of-purchase and in-store play at Agnès B outlets, Caroline will give away 7-inch flexidiscs with the purchase of each piece of ricthing

For its more traditional retail camprign, Caroline will co-opt images from "Serv Roy" elin, which is being ser riced in January for mobiles, posters, flats, and stickers

Influential Los Angeles public radio station KCRW, which first began airing the band via its Mo' Wax single and regularly featured material from "Promiers Symptomes," is also planning on supporting "Moon Salari," according to station DJ Liza Richardson

Hirsch and the pop elements on certain tracks were a pleasant surprise, says

"For just heard the full-length, and I didn't really expect the vocals or so much song structure, so I thought it would be basically an interesting electronic album," she says. "But when I first heard [album cut] 'All I Need.' I thought more of 'Hair' and 'Easy To Be Hard' or Joni Mitchell. It was more of a '60s folk singer/orehestral type of thing which I low-

The hand has no immediate tour ans, though Clift says Air may visit. the U.S. in the spring.

One hurdle, admits Godin, is ham mering out a live show that does justice to the vocal treatments and odd assortdiam

Congas; a variety of keyboard in truments, ranging from synthesiners to a Wurlitzer; and nearly a dozen pedals were manipulated by the dao during the recording of the album

# CALLIER

and from preceding page)

with an ensuing national tour now being set up. In all, he's taking the rehirth of his music career in stride.

"For 10 or 15 years from the late '60s to '83, all I did was music," he says. 'Along the way I met some very beau tiful people like Jerry Butler and did concerts with others like Herbie Han cock and Grover Washington Jr. and Gil Scott-Heron. So I've been really blessed, and if this works out and I get back into it fall time, great.

have to be defined as a muticism. I can a child, and he susporting. I'm coming back to music now because it's something I want to do and low to do-that o't have to do for a living. And I don't have to change anything or adju to any fashions, because I'm already able to support myself-and the music doesn't have to support me. So I'm getting back into now because it gives me



FORT LAUDERDALE, FLA .: Jash Smith captured the blues early on picking up a guitar at age 7 and playing major blues festivals by the time he was 14. Having turned 18 in October, Smith slready has three albums under his belt. His latest incarnation is under the moniker of Jash Smith & the Frost, a power trio that features Smith on lead guitar and vocals. Produced by Jim Gaines (Stevie Ray Vaughan,



Santana), the album, "Too Damn Cold" (Maddog Records), features Smith's snaky riffs and growling vocals. Tracks already getting sirplay include "Booty," "Wicked And Evil," and "Hard World." Combined sales of the three platters, according to Smith, have topped 15,000 units. \*I spent a lot of time writing and working on my vocals the last two years," says Smith "Meeting Gaines was a real plus. We've worked so well together that he's already planning work on my next CD." The age question almost inevitably comes up during Smith's frequent interviews on college, modern rock, and public radio stations, since neanle find it hard to believe the

quality of playing from one to young. "I've been in a hand since age 13," Smith says. "I knew from an early age this was it for me, [that] people don't expect much from a 5-foot kid, but that doesn't bother me. If people enjoy the music, that's what matters," Now on his third national tour, Smith and the Frest will hit a number of stops, including Manny's Car Wash in New York, Contact: Dan Cohen Management st 954-797-5086 SANDRA SCHULMAN

MILWAUKEE: Midwest rock critics have stumbled over their own words. fashioning such phrases as "progressive power pop" to describe True Heart Susie. A new self-released album, "Lately Story," includes all the elements of the band's unique musical sensibility. Fronted by songwriter/pisnist/woralist Julie Niedziejko, framed by the cerie Gypsy fiddling of Tam Jansen and the metallic roar of guitarist John Southmayd, and anchored by drummer Brian Bruendl and bassist Steve Tyczkowski, True Heart Susie plays chords more common in classical music than rock, its songs backing up memorable melodies with rock CDALEY. "We're beavily probestrated [and] into melody and rich. descriptive lyrics," says Niedziejko, who gives periodic recitals of her own classical plano compositions. "Lately Story," the follow-up to the band's 1966 "Three Sheets," has been played on Milwankee college station WMSE along with commercial outlets WLUM and WLZR. The hand has enjoyed sponsorship deals from Zildijian cymbals and GHS strings and has played Milwaukee's Summerfest, Minneapolis' Ryan's and 1st Street Entry, Chicago's Double Door and Cabaret Metro, and clubs and colleges throughout Wisconsin. True Heart Susic tracks have been included on Insider magazine's "Bugs & Cherubs 2" and "Bugs & Cherubs 3" compilation discs. Contact: Rock Paper Scissors Management at 414-642-4959 DAVE LUBBSSEN

**DETROIT:** Stewart Francke has spent a great deal of time and thought building his career. From lighting out of his native Saginaw, Mich., and playing in blues and eover bands, to discovering his own writing skills, to becoming a contributing editor for

Detroit's Metro Times weekly, to setting up his own record company to release his third album, "House Of Lights," Francke has taken those experiences, combined them with his obse tions on life in general, and come up with his strongest set of songs yet. His music is pure Midwestern rock-inflected balladry with more than a hint of Motown in the srrangements, not unlike some of the music from Snuthside Jnhnny or early Bruce Springsteen. He's opened for a number of artists, including Steve Earle Shawn Cnlvin, Dave Mason, Sheryl Crnw. and the BoDeans, and bas been gigging around town in some pretty bigb-profile places. been pretty good," admits Francke. "People are helping me when they don't have to." With a core hand already put together, Francke should be



FRANCIE

ready to take the regional road soon. "We're planning on concentrat-" Francke says ing in the Midwest, where my distribution can reach with a laugh. Contact: Blue Boundary Records at 248-585-1444.

KAREN KOSKI

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# BILLBOARD'S HEATSEEKERS ALBUM CHART

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24	17	9	RAY BOLTZ WORD 68512/CPC (30-98 CQ16 98)	A CHRISTMAS ALBUM
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#### 2 • BILLBOARD'S WEEKLY COVERAGE OF HOT PROSPECTS FOR THE H FATSFEKERS CHART

BOND, THE BAND BOND. mbers of new Work Group act Bond will work that international man of mystery's molo on American audiences when their self-titled debut album bows March 17.



Shaking It Up. Everyone from Northwestern Star. bucks audiets to modeling agencies using the album as an audio Christmas card groundswell of sales for are contributing to the ink Martini's splf-released album "Sympathique" In fact, the 10-piece, Portland, Ore-based classical/jazz/ lounge act has become the surprise success story of the year for the Northwestam Aliance of independent Labels since the set's release in November, Look for the act to take to the road sometime in February

The band members, who appropriately enough bail house in Hancock Park in Los. Angeles in preparation for Work's U.S. nush.

Bond guitarist Jimmy Hogarth says the act, while having some time for local reconnaissance, has concentrated most of its energies on the nuts and bolts of recording its electronica-charged rock album.

"We knew that part and arcel with singing on an American label would mean spending a lot of time out of London," he says. "It's been a good change. No family, no pirifriends, all we had to focus on was our music It's very hard but very intense in a

good wax" Also new to the band is a group

songwriting effort The act jelled after previous experiences left members unfulfilled, says Hogarth. Along with drummer/bassist South Shields Hor. part of EMI U.K. act Shakespear's Sister, Also on EMI at the time was mealist Steve Eusese, who was part of EMI act Eusese. Eventually completing the lineup was multi-instrumentalist Martin Flat-

tery, formerly of Black Grape. "We all wanted to be part of something," says Hogarth. "We had all worked for other

people and hands, but there was no hand feeling. We were



Right Living. From track one of Sub Pap country act-that's right. Sub Pap country act-Mike Ireland & Holer's abum "Learning How To Live," it's evident that the group has something special to offer. The quar tet, whose set drops March 10, wears its old-achool influences resultiv on its sizes but manager to benak its sound into something very fresh. Catch the act when it ner forms in New York late this month

## REGIONAL HEATSEEKERS NO.1s



THE REGION	AL ROUNDUP
Rotating top 10 lists of best-selling	Ities by new and developing artists.
HOTE I file 12 the fact 2 stephen Penante III for Surgershit 3 stephen Penante III for Surgershit 4 The Aquatet To Fuy O The Aquatet 5 Jan Peni V Work 8 Jan Faces & Tjaate Dr Fall Co 3 Are Early Co 9 Jan Early The Annual Stephen Co 9 Jan Early The Stephen Co	SOLTH CONTRAL 1. May 3 Human Michael Johnson 2. Without Answer Michael Johnson 3. Without Answer Michael Johnson 4. Bog 3 Mayor Han (2012) Roj An Williams 5. Alben Alvo 6. Der Licht Neue Chang 7. The Kallage All Michael Michael III 4. Bog 3. Mayor Allo Michael III 7. The Kallage All Michael Michael III 4. Bog 4. San Using San (Michael III) 4. Bog 5. San (Michael III) 5. Bog 6. San (Michael III)

looking for something to do as a team." The hand's first single.

"Nothing Fits (Fictitious Circie)," will be serviced to madern rock radio in mid- to late February

HOMES FOR THE HOLI-DAYS: RCA's From Good Homes is stuffing fans' stockings this year with a limitedavailability live EP, "Live At Waterloo

The set is meant to hold over the band's active Northeast following as the group prepares a follow-up to its '95 debut "Open Up The Sky Included on the new EP are four tracks, one of which is scheduled to appear on the band's forthcoming set. Released in late

Numeriar the EP is selling at a handful the band's native New Jerney and on its World Wide Web site

ONE IN THE OVEN Brian Hughes' award-winning songs are preparing the way for "one2one," his first album for Higher Octave Jasz, due Jan.

In addition to his being named the Society of Composers, Authors, and Music Publishers of Canada's (SOCAN) 1997 Canadian is and instrumental player of the year, Hughes' albura "Straight To You" was voted one of the top 10 recordings of 1996 by

SOCAN is the Canadian emivalent of ASCAP and BMI



Above Standard, After selling 10,000 units of his album, "A Collection Of Greet Standards," through Bullalo, N.Y.-based Rhapsody Records, crooner Michael Crvisca caught the attention of MJJ Music. Now MJJ, which recales the album in November, is planning on breaking Civisca on a market-by-market besis, concentrating next on Cincinnal. The artist is also scheduled for a residency tour at the Derby in Los Angeles in February.

Meanwhile, Hughes has been hailed for his work with a Innotime collaborator singer/ harrist Loreena McKennitt His production and playing on McKennitt's last five albuma visited him a Juno nomination as producer of the year on her album "The Visit.

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# R&B

# Verity Has Gospel With A 'WOW'

# Genre's Top '96-'97 Hits On Series' Latest Release

#### BY LISA COLLINS

Borrowing from a highly successful, cross-label Christian-music marketing series, Verity Roccets is promising its most aggressive campaign over to accompany the Jan. 27 release of "WOW Goepel '98."

The dutle CD, 30-true compilation encompansing the top 30 googed hits of 1996-97, teams the BMG-distributed Zembs Group's Verrity label with EMI Christen Massie Groups and Story? Christen Massie Groups and Story? The Story of the Anoticed, Belen Regist, OCC Witanas, Another & Berry & Mass portion of also fastures now rembase of several previously released tracks.

"The great thing about this project is that it shows the unity within our industry." notes Verity GM Turn Griggearges in gaugel, no obviously we're gaing to pail out all the stops in our marketing compaign—terivision, and the whole mine yards—with distribution through (Zombhi) [Provident hile] for the contemporary Christian marketplace and DMGUNe Records for mainstream."

The campaign kicked off with a press event in Nashville on the eve of the Steilar Awards Dec. 18, just three days after the album was serviced to groupel ratio Dec. 16. TV ads were stated to hit. the first Sunday in January in conjunction with major-market spot radio boys, a "wind-before-you can bay-it" national promotion, and a series of artisti interviews that will include Fred Hammond, Virtue, Hezekiah Waiker, and Donald Lawrence.

The promotional rollout will also feature a stopwatch sales campaign incorporating a three-minute sales video at outlets like Circuit City, Best Bay, and

Foot Locker; it is stated to run for 60 days. A companion video feetures 17 of the artists. Still another high-prefile press

conference and release party is set for New York's Motown Cafe in

late January, with a live WBLS New York remote and live artist performances from Assinted, Virtue, and Hezekizh Walker's Brooklyn, N.Ybased Lave Fellowship Tabernacle Church Choir.

Additionally, Verity has pacted with the A&E network during Eask History Month for a number of ads on its popular "Biography" program, as well as print ads in the network's Biography magazine.

Jeff Moseley, president of Verity's sister company, Benson, worked in concert with representatives from EMI/Chordant, Provident, and Word for the highly popular "WOW" service in the contemporary Christian market. Mooley and representatives from the other three highly helped spacehoad the grapp project. The first two contemporesistent in Normher 1905 and october 1906, and a combined total of 650,000 1908. The York Tap 80 Tap Christian Artister And Sagary, released in Normber 1907, debated at Na, don Billwarth Tap Contemporary Christian allouns.

(Continued on wext poor)



Kapping R&B Fresh, R&B singer Keith Sweat recently signed St. Lovie-based quarter Of Sweat to Inik Kein Island, which is distributed frequity Nutriensal Records. The group's and Siled and is altated to debut leter this month. The fact angin, a remains of Alamic Saint's "An I Desimory," relatives formale quarter Xacque, Pictured, from lett, are Of Sweat's Aurilia, Jefferson and Bobby Orawford, Sweat, and Of Skoat's Tavy Herrors and Jercone "Poola" Lane.

# Band-Making Is Carole Anthony's Business; Nate Dogg Bows Dogg Pound Records

This week's column was prepared by guest columnist Janiae Coursey, managing editor of R&B Airplay Monstor

LIVE MUSICIANSHIP IS A COMMODITY that the RdB recording industry is pating new value on these days. Organic sounds, real scope, live drawn and guitars—the magic Rda is cogredered when several instrumentialists do heir thing together is the very quality that artists are increasingly seeking to create both onstage and in the stado, whicher they are markings or vocalits.

Usually the act, label, or manager hires municians for a gig or tour. In New York, many seek out Carole Anthony of Carlesant Productions Inc. While many quarters of the industry stay busy referring and auditioning musicians, Anthony may be the only AG-

can-American female specialiing in putting together bands. She has placed musicians in the touring bands of D/Angelo and Ery kah Badu, put together players for shoutases by 7 Mile and Uncle Sam, and has done work with Chico DeBarge.

Anthony, who is originally from Cleveland, says, "Tm a classically trained planist, but 1 never actually pursued it on the performance side of



Health First, FIGS One and neuroscatar RAB act lamping home densets a demonstraint escale and conservations from Conference Neuronal Marcola escale and conservation bench Conference Neuronal Marcola escale and the service of the conference Neuronal Neuronal Marcola escale Neuro Neuronal Neuronal Neuronal Neuronal Neuronal Neuro Ottoria escale and the conference Neuronal Neuronal Neuro Ottoria escale and the Neuronal Neuronal Neuronal Neuronal Neuronal Activity (Neuronal Neuronal Neu

the performance war with the business aspect of the industry? But it took a while for Anthony to get to her current line of warek. A graduate of the Taskoper lonsttute in Alabama, she originally pursued a degree in engineering. But while back in Cheeland, the met popular radio DJ Jeffree Charles, who was also pursuing a recording career.

"After running into each other frequentic, deffere aixed of 1 world book some dotten, makes some phone culls." Anthony recalls. "So I did ai ist of networking, met al to de people is the industry, and was induced a a listening party in New York for Kashkf three he was still on Arrisa. I was with a lot of people in that company. I realling for myyoff that I definitely wanted to be in the industry but not stay in Cievestand".

Anthony moved to New York and landed a job as a production manager for Nickislotion and Nick at Nite. There she backed ereoses for promotional shoots and managed budgeta. When things changed at MTV Networks, she did an outside project with Miller Drewing Co. as the production coordinator for a Black Music Month compliance alturn.

"I net a lot of talented matieinns and producers and continued the relationships," spop Anthony, "From there 1 met one matieins after another. At this point I hash't figured out what I wanted to do after leaving MTV; propie assemed I would entitiane in production."

Her network of musician contacts continued to grow, until the drammer from the Apollo Theatre house band Ray Chew & the Crew suggested that they begin a musician referral service. The two toreed the idea around for months, but ideals got of the ground until the drammer was effered two joins at once: a chaser to tour with PADsyles of as abwe with Groose Theory. Next thing Asthony knew, both Bryce Wilson of Groose Theory and Kedar Massenburg, then DAngelo's managene were calling her to recommend musicinas. The worl got out, and Anthony beams an independent consultant.

Now working perimerity out of New York and Cleveland, Anthony pats togethere bands for tours, showcases, even open-mike eab nights. Depending on the job, the charges a flat fee or a per-week rate. "In a situation where I'm putting a band together for a tour, if I have to availing musicians to got the right blend, and the artist has input on who



he wants to work with, [the precess] sometimes can take two to four weeks," she says. "I follow through with boking the rehearersal space, equipment rental, and technical support, and once the band has been how to the second state of the second isolet, or negatime the fless and sularies. Once they go on the read, Tm perty meth door. "At this point she is still a comwoman, one-court overalise.

Anthony adds that she has referred veterans as well as fielding musicinas. "My main objective as this situation continues is to offer exposure to musicitans who haven't had an opportunity to be in a recording session with Whitney Houston or tour with D'Angolo," she says.

BEATS N PIECES: Another artist makes the break with Death Row Records. Nate Dogg, who contributed vocal and writing talents to hits by Dr. Dre, Snoop Doggy Dogg, the Dogg Pound, and 2Pac, has started Dogg Pound Records in a pact with Breakaway Entertainment, distributed through Island/PolyGram ... Rhino Records continues to develop its WordBeat division with an exciting Mareb release, "Black Pearls: The Poetry Of Maya Angelon." project, being tosted as the only CD release available of Dr Anovious reciting to used as the only CD ference available of Dr Anovious reciting her own poetry, will feature 33 poems and five jazz interludes by composer Ed Bland and will include a set of introductory notes by the late writer James Bald win. The set, due March 17, will sell for \$15.98. Rhino will also celebrate Women's Month with all-female rap series "Fat Bests And Bra Straps." The three titles, "Classic Hip-Hop," "Battle Rhymes & Posse Cuts," and "New MC's, were conceived to break the misconception that hip-hop was built solely by male artists ... Gee Street Records wil built solely by mare artists ... ore stress periods where release its first soundtrack, to the new Penelope Spheeris-directed comedy "Senseless," starring Marion Wayans The album, due Jan. 13, will feature the Jungle Brothers Mohy, Yankee B., Freak Brothers, Gravediggaz, Crystal Method, Ambersunshower, and others

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# VERITY HAS GOSPEL WITH A 'WOW'

(Continued from preceding page)

chart and has sold 188,000 units (Billboard, Nov. 22). With names like Michael W. Smith and Steven Curtis Chapman, the latest is set to outplace the first two.

"We felt a gospel collection would be a natural extension, and it was only natural for Verity to assume the leadership role," notes Moseley, whose company will quarterback the project's marketing efforts in Christian bookstores. "The [Christian bookstore] market in extremely interested in gospel but doesn't know how to buy the right music or market gospel effectively to their cusstores] and mainstream retailers interested in gospel but not sure of buying choices

He adds, "Being the premier piece of gospel product in the marketplace, it will also serve as a gospel primer to introduce new consumers to gospel, as well as an incredible value piece for gospel buyers. Initial pre-sales have been extremely high, and we believe this record will go gold and rather quickly." Griggs-Magee says the project was

temers. This project will serve as jump-ing-off point for both [Christian book-top geoge] hits of 1997, "We expanded top gospel hits of 1997. "We expanded it, since this is the very first "WOW" gospel," she says. "We wanted to reach back and pick up some key hits of the last two years we felt would add to the project. While we had to cut some beensing deals, we had a wish list and were able to secure most of the artists

were able to secure most of the artists." That wish list included Donnie McCarkin's "Stand," Gold's Property's "Stomp," two cuts from John P Kee's albums "Strength" and "Stand," Wil-liam Becton's "Re Encouraged," Dutie liam Becton's "Re Encouraged," Dutie Peoples' "On Time God," Anointed's

"The Call," and the Minussippi Mass Choir with James Moore. "The wooderful thing is that we were

able to include some brand-new remixes," Griggs-Magee notes. "Fred Hammond did a really fresh remix of 'No Weapon.' There is also a remix for "Stranger," from Donald Lawrence's Christmas release, and the Colorado Mass Choir's 'Stir Up The Gift.' "

"It is a rare honor to be involved in a project that combines so many artists of this caliber," says Hammond. "For me and the RFC [Radical For Christ], it presented the opportunity to revisit a song ["No Weapon"] that has meant so much over the past year and a half and put an edgier spin on it that I believes captures the radical message that the song has always held for me." "It was prime time to do it," declares

Carla Williams, director of marketing at Verity Records. "We have a stronger story to tell when we come together From a marketing standpoint, this project gives us an opportunity to celebrate the diversity of gospel, from quartet music to choirs and traditional to urban contemporary gospel. People who like it all will be able to get it all on this CD."

# Billboard.

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Hot R&B Airplay.

### JANUARY 10, 1998

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٦	13	13	7	NO, NO, NO w ANY SERVER STATEMENT IN THE POWER CARDON C. DO TO DO DO MARK THE POWER CARDON C. DO TO DO DO TO TO DO DO TO DO DO TO TO DO DO DO TO TO TO DO DO DO TO C. DO TO DO DO TO TO TO DO DO TO DO TO TO TO DO DO TO TO TO DO DO DO TO C. DO TO TO DO DO TO TO TO DO TO DO TO DO TO TO DO TO DO TO TO TO TO DO DO TO DO TO DO TO DO TO TO TO DO TO DO TO DO TO TO DO TO DO TO TO TO DO TO DO TO DO TO DO TO DO TO TO TO DO TO DO TO DO TO TO DO TO DO TO TO TO DO TO DO TO DO TO DO TO DO TO TO DO TO DO TO DO TO DO TO DO TO DO TO TO TO DO TO TO DO TO DO TO DO TO DO TO TO DO TO	1	58	60	65	14	HEAVEN     ON PLAVOR     ST EAR PLURAU PRASEARUL OPECIPES     ID-EX (70 M to REPREE EPERATION BEES	58
10	8	9	5	2 INVESTIGATION OF A DESCRIPTION OF A DE	8	58	58	57	19	I MISS MY HONIES	16
11	н	6	13	SOCK IT 2 METHIC KAIN (SUPA DUPA FLY)	4	60	53	56	5	Instantion         0.02150           Cell VEN         C	53
12	3	1	23	MY LOVE IS THE SHHREA + SOMETHIN FOR THE PEOPLE FEAT. TRINA & TAMARA SOMEM FIRMS MOUNT AND A VIEW A	2	81	59	54	13	EXC 2012 (1999) (1999)     EXC 2012 (1999) (1999)     EXC 2012 (1999) (1999)     EXC 2012 (1999) (1999) (1999)     EXC 2012 (1999) (1999) (1999) (1999) (1999)     EXC 2012 (1999) (1999) (1999) (1999) (1999) (1999)     EXC 2012 (1999) (1999) (1999) (1999) (1999) (1999) (1999)     EXC 2012 (1999) (1999	38
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24	25	20	3	AVECTATION OF AN ADDRESS AND ADDRESS	20	74	n	75	и	NEVER WANNA LET YOU GO TANDRA: MARKANED SWARL & CASY, MARKANED CITY OF AN ATTRC/ WARLEY DITOLOGY AND A COMPANY AND A COMPANY AND A COMPANY	51
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28	28	25	19	YOU SHOULD BE MINE (DON'T WASTE YOUR TIME) . BRIAN MONIGHT FEAT, MASE	4	78	84	85	17 -	AVENUES	28
29	23	26	Ë 11	10402 AMTRICITY 2008 AMT 2018 54-002 800 2009 2009 2009 1000 1000 1000 1000 10	23	79	82	84	18	IT'S ACRIGHT + ODEEN LATIFAH	31
Œ	30	22	13	DELA VUI (REFORM DABT) LORD TARDA E CINE SCALARA DELA VUI (REFORM DABT) LORD TARDA E PETER GUNZ INCL INCL A CINE, SCALARA	30	80	- 79	π	9	AIN'T HO LIMIT MYSTIKAL BC BETTERS STOLED TO UM (EVED) WE	- 63
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æ	33	43	4	SWING MY WAY • K P. & ENVYI HIGH IN COMERCIA WALD DOING IN COMPACT ACTIVITY	32	Œ	100	100	18	TN NOT A FOOL CITIES & DATE OF STRESS &	19
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₿	42	36	54	IN NY BEDA	1	87	13	73	3	BOUNCE BABY BOUNCE FRAZE	38
36	38	34	18	HONEY A MARIAH CAREY	2	Œ	33	-	2	THE CITY IS MINE THIS SCHEET IN COMPLEXIVITY TO THE AVERAGE AND SERVICE AND SE	88
37	39	35	6	*** GREATEST GAINER/AIRPLAY ***  ONT BED  ONT AN UNCLASSING SUBJECT SU	32	80	.8	73	19	Test State         - 40 and 100 and 10	93
38	ы	29	23	ALL CRIED OUT      ALLURE FEATURING 112     CODELE IN SWARDER (STORE)     CODELE IN SWARDER FEATURINE	9	(50	NE	**	1	CAN'T GO WHONG O.C. FEATURING CHANGING FACES	90
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۲	41	-	2	BURN BURN BURN LOCAN SPECIAL STREAM SPECIAL SP	40	92	30	83	15	AIN'T NUTHIN' BUT A JAM YALL . GEORGE CLINTON WITH THE DAZZ BAND	25
41	42	42	25	UP JUMPS DA BOOGIE      MAGDO AND TIMBALAND DIMENSION DI DI ELONDONO MININATIANO	4	28	-25	31	13	NEED YOUR LOVE . BIG BUB FEATURING QUEEN LATIFAM & HEAVY D	25
42	44	33	25	I CAN LOVE YOU'LOVE IS ALL WE NEED + MARY J. BLICE	2	99	22	53	5	NEVER HAD & CHANCE SAISON	25
43	45	45	28	NOT TONIENT A . UL' KIM FEAT, DA ERAT, LEFT FYF, MISSY FULLITT & ANGLE MARTINEZ	3	99	81	99	4	OOH ANN OOH WATAZ CISCUS ANNO COUNT COURSE CISCUS COUNTER TO AND ON	82
44	32	31	24	CONTRACT AND A C	1	99	91	31	90	NE AND MY CRAZY WORLD + LOST BOYZ	8
45	47	51	13	IF I COULD TEACH THE WORLD   IF I COULD TRACK N HARMONY ELIDED ADDED ADDED ADDED ADDED	20	91	93	91	4	I'M THINKING CARL HENRY	70
46	48	46	31	ELLEMENT AND LONG CONTRACTORY CONTRACTORY     ELLEMENT AND LONG CONTRACTORY	1	55	88	38	19	BABY, BABY + KILO ALI N TAL A READY TALINODO	n
47	52	52	15	MAN BENIND THE MUSIC + QUEEN PEN FEATURING TEDDY RILEY	47	59	59	35		MADAME HUTTAFLY YOUNG MC	88
46	43	17	11	PHENOMENON ULL COOL J	lf	100	55	92	19	YEAHI VEAHI YEAHI + SIMONE HINES	88

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45	45	53	9	SHOW ME LOUE + POSYN	44
50	55	41	20	DOC MARTIN RECORD MATTER BACKYARD BOOGLE + MACK ID	23
51	17	53	1	HEALT GENERALS SO LONG (WELL, WELL, WELL) AS A DODG (WELL, WELL) WELL ( POET GOD COLD TAMANE BODG ( JOB	37
52	50	43	13	AL BOBOALL'HOL ALLADIONE WATE EPOLETON TO TO WANTE AND LODGE DJ KEEP PLAYIN' (GET YOUR MUSIC ONL + YVETTE MICHELE	30
51	50	43	11	ALL OF MY DAYS CHANGING FACES IFEATURING JAY-21	38
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55)	49	59	5	SALLY     SALL	55
39	30 57	29 61	5	MOURN YOU TILLIJOIN YOU	20
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56	58	57	19	I MISS MY HONIES   MASTER P FEATURING PIMP C AND THE SHOCKER  MISON  MISON  MISON	16
81	50	54	13		38
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н	69	71	16	OFF THE BOOKS THE BEATNUTS FEATURING BIS PUNISHER & CUBAN LINK SCHOOL STRUCTURE AND A STRUCTU	52
65	61	60	8	SHOWDOWN CASH, JORDAN CASH, JORDAN CONTRACT OF DATE OF	54
66	55	68	1	DAMAN DI LINITO DI BURT 4411111	64
67	68	69	11	WHAT I NEED CRAIG MACK	55
Ð	72	80	3	WE GETZ DOWN      PANPAGE     THEIR A WHAT READ AND A UTION OF CONCLUSION AND A UTION     CONCUMPANY     CONCUM	68
63	74	67	20	CONTESAY JON 8. OCTOBER 1000000 MINO 100 DECEMBER 1000000000000000000000000000000000000	34
70	78	74	14	TOO GONE, TOO LONG	25
71	75	70	8	LU-LIES OCANA KING	70
72)	85	95	12	GET IT WET + TWISTA	62
10	16	81	3	ARE ULBOUT IT? TRANSFER ASSOCIATION OF TRANSFER ASSOCIATIONOOF TRANSFER ASSOCI	13
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75	73	63	7	ТАКИТЕ И САЛАСТ ВИЛИСТ В КАТО ВИЛИСТ В СОГОЛИ И СОВОЛИТИИ И СОВОЛИТИИИ И СОВОЛИТИИИИ И СОВОЛИТИИИ И СОВОРИИ И И СОВОЛИТИИИ И СОВОЛИТИИИ И СОВОЛИТИИИ И СОВОЛИТИИИ И СОВОЛИИИИ И СОВОЛИИ И СОВОЛИИИИ И СОВОЛИИИИИ И СОВОЛИИИИИ И СОВОРИИИИ И СОВОРИИИ	62
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n	82		20	AS WE LAY DANA	17
72	84	85	17 -	AVENUES + REFUGEE CAMP ALL STARS FEATURING PRAS INTH KY MANU	28
79	12	M	18	IT'S ALRIGHT	n
80	23	n	9	ANYT HO LINIT MARKED SCOLET WALLERS INCOME AWATERAD IN SUCH THAT HOLD	- 53
81	83	83	11	CLOSER CARDINE N. MORELCA	63
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Œ	100	300	18	I'M NOT A FOOL THIS STUDY STUDY I STUDY I WALL I HARRAUTON CAN'T STOP NO PLAYER DA ORGANIZATION	19
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85	54	94	20	BLOOD HONEY (PART 2) NOREAGA FEATURING NAS + NATURE	22
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87	13	73	1	CODE REALS JOINTOIN & MILCON AND AND AND AND AND AND AND AND AND AN	38
Ð	33	-	2	T REFY SCARE & THE PLACEMENT OF REPLY TOWORD OF ROCA PELLADEL AND SERVICE AND	35
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88	25	31	19	NEED YOUR LOVE    BIG BUB FEATURING QUEEN LATIFAH & HEAVY D  APPROXIMATE A PROVIDE A P	25
99	88	53	5	NEVER HAD A CHANCE SAISON A NOLINE LLONGAN CONCERNATION A TOLLING CONCERNMENTS INC 177701440	25
99	81	99	4	OOH ANH OOH + WATAZ	82
-	91	21	92	ME AND MY CRAZY WORLD	23
	91	91	4	I'M THINKING CARL HENRY	70
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2	2	2	0	FEEL SO GOOD
1	2	2	п	* * * GREATEST GAINER * * *
Ð	5		6	GOING BACK TO CALL
-	4	3	11	FM NOT A PLAYER + BIG PUNSHER
5	1	4	.5	AUST CLOWNIN  WC FROM WESTSIDE CONNECTION CITISTIT REDEATER STORATE AND
8	6	5	6	ROXANNE 97 - PUFF DADOY REMOX + STING & THE POLICE
D	NET	-	1	MILICUE NAM SUCCESS DANGEROUS CUSTER THE DUDGER GUIDEED
Ð	7	20	4	SWING MY WAY CLIPPIN THE EATHERST 64115400
D	5	11	13	IF I COULD TEACH THE WORLD . + RONE THUGS N-MARMONY
10)	11	7	7	YOU KNOW MY STEEZ + GANG STARR
TD.	10	12	25	UP JUMPS DA BOOGIE MAGOO AND TIMBALAND
12	13	13	10	MOURN YOU TELIJOIN YOU . NAUGHTY BY NATURE
13	12		2	BURN MUTHA
14	8	9	3	OF A VU (UPTOWN BABY) LORO TARIQ & PETER GUNZ
15	22	16	28	NOT FORGET
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18	20	19	21	BACKYARO BOOGIE + MACK 10
Ð	25	10	. 3.,	<ol> <li>J. Z. I. LLCOOL IFER' NET-GO MAN. REDWIN CMIL, CANBLE AND MASTER P. TO DOI: 10M 5563221-XXXERCUPY.</li> </ol>
20	21	21	31	FLE BE MISSING YOU ▲ + PUFF DADDY & FAITH EWARS OFEAT 1125 MINT DE BAD BD: TRUET-BASSIN
21	23	17	.1	THA HOP KINSU
22	24	24	3	WE GETZ DOWN      RAMPAGE     CONTINUE DEPENDENT      RAMPAGE
73	20	32	12	
24	14	8	1	CONTROPOSITION AND A CONTRACT OF THE CASE OF THE
25	28	28	IJ	AVENUES
R	30	22	17.	OFF THE BOOKS THE BEATNUTS TO IT THE REATING AND ADDRESS THE BEATNUTS
22	IJ	27	Ш	CAPONE -N- NOREAGA
78	31	30	24	BO MONEY NO PROBLEMS A THE MITCHOLD & LG. ITEL PUT DROOT & MISCH CO. DO NOT NOT A MISCH
29	8	25	12	THE BREAKS   NADANUF FEATURING KURTIS BLOW
30	36	41	31	LOOK INTO MY EYES . • BONE THUGS-N-HARMONY
31	NE	*	1.	BLOOD MONEY (PART 2) NOREAGA FEAT, NAS + NATURE Intermeted and
32	16	18	3	BOLINCE BABY BOLINCE FROZE
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34	33	36	3	CAN'T GO WRONG O.C. FEATURING CHANGING FACES
35	32	31	10	WHAT I NEED CRAIG MADE CRAIG MADE
38	15	25	7	C IT MONTY DOC
37	34	23	5.	
38	39	43	27	IT INVESTIGATION AND A STREETS A RAMPAGE FEAT BILLY LAWRENCE TO DO INTUNING YOUTHELIDTIN GUIDING ADDING MADAME BUTTAFLY YOUNG MC
25	35	34	?	AZ SIDE NASTYBOY KLICK FEATURING MANDE
40	44	37	5	COAST TO COAST O'NEXA TO COAST
41	47	23	11	(C) (T (C) ALL PUT 2706
42	50		27	C U WHEN U GET THERE • COOLID FEAT 40 THEVZ
43	46	45	19	I GOT DAT FEELIN" 0J KOOL ID DI MUTI CLEMMERICAN 17255WARMER MICS
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45	40	-	2	THE CITY IS NINE JAY-Z FEATURING BLACKSTREET
46	49	46	8	IN ROCA RELIANCE AN ISSUED INCIDENT MUNICIPALITY IN THE SALES AND COMPANY AND
40	38	35	34	Endominiation of the second seco
48	42	42	23	DOWN FOR YOURS IN NASTYBOY KUCK FEAT ROGER TROUTMAN TO DO TO INASTYBOY CLASSING STATEMENE UNIT
۲	86-0	REAL	60	HOW DO U WANT IT.CALEDRINA LOVE & \$100 FEBT RC ANO JULD CO-2010 TO BLOCKER POWERLINGTON ESANSIDELING
50	68	61	13	BE MY PRIVATE DANCER

Billboord

Baconis with the gradient sales gains this week. #VAtencip analability @Haconiting Industry Association of America (DAA) contribution to sales of 500,000 with \_ATMA contribution for sales of a large with the sales with Cashing as, a far casards and the "Associate Doctoriality samples to the nonline" new origin (Cashing Sociation) (Cashing Cashing Ca

# R&B

JANUARY 10, 1998

### QRADIO BRINGS SOUTH AFRICAN MUSIC ONLINE (Continued from page 1)

select SABC radio stations to the U.S. According to American Broadband, there are an estimated 50 million Internet users in the U.S.

The site came online Dec. 5 and had its first live radio transmission in mid-December by SABC station Ukhon' FM (formerly Radio Zalu). This was followed by the Johannesburg-based SABC station Metro. The next station to come online will be SAFM, sometime early in the new year.

Besides the live radio transmissions, the QRadio programming format will include traditional South African mosic features on local artistist and the roots of South African music, contern essistant featuring musicians physing traditional African musical instruments office; chat acasions between South African and U.S. Interneti users, and a different physical instruments and cultures. Physical instruments the ability withing the site will be able to purchase South African product through QRadio.

A significant and unprecedented feature of Qlashies in the comprehensive database of South African music, perpared by Gallo Masie Publishers archrist Bob Allingham. Due of the most masie, Allingham has written on and sourced soundeips on genres (and their many sub-genres) that include their many sub-genres) that include '50s, no-t-raditional, indigenous, African reggins, soul, disco, rap, and bubbeguns.

"QRadio has the potential to intro duce South African masic to the rest of the world in a major way," saya Alliopham, "We've covered the entire spectrum of black music in compiling the initial database and have done this in real depth. It's important that this is done properly-particularly in a country like South Africa where there is such a musical variance, even within the African ambit. The project is perfect for someone in, say, Denver who knows nothing about South African music. By going into the site, they will be able to read about and hear the won derful sounds that make up this country's musical culture.

Quadra societive producer Calphus Stramya ang ho believes the "appetent for South African musit" ereated by trainbares like Haydin Monobela, Lobo M. and Miriam Makeba can now be taken to far granest holgheth tracquig the Quadraperiot. "The beauty of this pepter is that, at high the tracquig the Quadraperiot. "The beauty of this pepter is the set of the grane the logthe entire traperity of music in this part of Arjona-American about their roots and, extending beyond that, many many other individual and communities in the US."

Semenya is an internationally renowned South African composer, ongewrite, and performes and a regular collaborator with Jones. Among other projects, he wrote two songs on Jones" "Back On The Block" album Semenya left South African into 1900s to live in America, where he worked to live in America, where he worked with Massolato and Makobs as well as

FOR THE RECORD Data Faison's Rhythm Section will return next week. Jonas Gwangwa, Herb Alpert, Nina Sinone, Lou Ravils, and Harry Belafonte. On his return to South Africa in 1901, Semenya put together and arranged the pap music portion of President Nolson Mandela's inauguration culturation.

Semanya contends that the involvement of Acosen in the project will ensure. a high standard of quality and authenlicity. He away, Twe been discussing the possibility of putting together something that will take our music to her soit of the world with Quincy for around 20 years now. Since that time 1 have been convinced of Quincy's sincerity and deep low for South African sounds."

Journam Don Brown of American Broatbard Productions LLC is QBadari president, and be in confident QBadds will reach its target and/nece, providing a unique opportunity for local record companies to market product. "Record companies all over the work are in the basimous of building audiences for their product," Brown asserts, "and in Stoth Afrea, QBadds is the lideal mochanism through which they can reach are markets.

"Basically, the project is operating on several levels: to educate and entertain; to develop Soath African music for American cars; and, finally, to create a distribution network for Soath African product," Brown save.

Since the majority of South African radio stations play approximately 24% local content, some critics have questioned whether beaming in SABC stations like Metro and Ukhoni FM (one of the country's biggent stations) will simply be relaying Amorican product back to Americans. But Brown says the idea is to provide an "authentic snapshot of a moment in time in South Africa."

"Sare, much of the music on its siztions we've chosen is American, but it's important that the live radio broadcasts bridge a gap between South Africes and the US, "be say. "What listeners in America will also best in news, weakher, interviews, and even traffic resports, which will provide how with a much cleaner ides of how people live their lives in South Africa." Uncer do not have to aubarche to

Users do not have to subservibe to any American Broadband services or pay any fee to access the site, which is ionated at www.qradis.co.m. Computers equipped with audio cards and speakers can be used to access the site's sudio features.

Jones, who was in the country in September to introduce South Africane to QRadio, describes South Africa as 'the most masked place in the world. Cuba, Paerto Rien are all about Africa. Brazil is Africa. The best maske I have heard in the world is Africa."

Although it is locking off with South African music, QRadio is intenfed as a platform so which the truthitional music styles of the world will be stuged. "Although wire beginning with North America as the primary address, QRadio will also be expanded to include Internet users worldwide." says Brown.



Pate Bocks AT Loud. Du/yoodurentropper Pate Bock recently signed a contract with Loud Records. Formerly ma Du Teldets du or Pate Bock & G LL Smooth, Bock a currentry op-host of WOHFFM New Yorks: "Instare Filtrass" program. Pictured, form init, ar 3-Jonathan Riffurd, V of Loud Records; Chris Ladorenio, natiosal director of this inhows at Loud Records; Rock; and Richard Isaacson, president of Loud Records.



# 

# Japan's Cosa Nostra Plans A Global Takeover

AFTER FOUR YEARS and five best-selling albums in its native Japan, Coss Nastra is ready to conquer the rest of the world.

"The first adopt is "Girl Talk \* a super-cooled confection due for direction due for U.K. release Jan. 26 or the Arthrob subdifiery of Condition International al Recordings. Given its for theringht straing section and hash years of synths, basa, and percession, it should come as it little surgrise that Satohi Tomile was at the track's production abelin. Dought his sumilakable presence, he wisely never production balen, which combines lip-birking semunity with tongaein-check humor.

In its original form, "Girl Talk" musically darts between disco revcrence and scid-funk experimentation à la Brand New Heavies, All the while. Momoko Susuki and Reikn Oda trade giddy lend vocals that give the track a youtbful pop ibility. Boasting a bevy of stylistically varied remixes by Tomile, Sharp, Da Funkstarz, Physique, and Sweet Dase, the single started collecting kodos from tastemaking U.K. spinners like Danny Rampling and Graame Park in could Decom ber when the label leaked a handful of white-labeled test pressings. The U.K.'s Radio One and Kiss-FM have also been quick to offer support. indicating a massive chart showing when "Girl Talk" is commercially available. An album is in the works and planned for release in the spring

The next step? Stateside penetration. The bitch is that Coan Nostra huart secured a label deal here yet. Pky that is work happen and elsewhere. Will the embarrassingly vant array of timid A&R excenhere ever no be the last to join the party?

NVITATION TO DANCE: There



by Larry Flick

are scandalously few prominent male vocalists in clubland right now

... so few that we think it's time to take drastic measures and smatch one from the R&B world. We even have a specific singer in mind: DV8 Records newcomer Billy Porter.

If you missed his late-97 dobut, "Untitled," you were deprived of a lowely collection on which he displays a remarkably broad range and by shyly sonith depth that must be making Luther Vandross cringe with every. Plus, be's charming and photogenic enough to make many a heart flutter with delight.

"Actually, you migbt already be familiar with Forter's voice by way of his roof-raising breakthrough balled 'Love is 0n The Way' which doubled as the theme to 'The First Wives Club." That song is but one of numerous sparkling gems on "Untitled," which also features the accustic-funk finger-popper "True Love" and the jeep-styled craiser "11 Do Anvthina".

But there are several momenta when the prevational inquid final space of the album gets downright frustruture, p-preticainer) during the "Show Me." Just as Porter finishes per several momenta several period Porter's social from Pergrore that seems to hight the new paration of Porter's social from Perset to perform a little reconstructive superform a little reconstructive several several several momenta between the period several several momenta between the performance to perform a little reconstructive superform a little reconstructive superform a little reconstructive to bet next month's rent that the right uptempo remix could render "Show Me" a multi-format smash.

Among the other "Untilled" cuts ripe for a diance transformation is Porter's gospel-kissed reading of the Paul McCartney chestnat. "Maybe I'm Amazed." Every time we listen to his powerful interpretation of the song, we get lost in warm fantasies of how much attronger it would be wibb the input of house music legend Musurice Jeabus.

Until the folks at DV8 focus on how easy it would be for "Unitide" to fill the gaping hole in club and pop sectors with a little studio refinement, give the set a fair little. With or without remixing, it is countless nothers above above most any other album eurrently sitting on your desk.

WORKIN' IT: Gutie-pie kiddlepop set Hanson has been periodieally filtring with clubiand throughout the promotional process of Hamega Mercury debut, "Middle Of Nowhere," but 'I Will Come To You' shows 'em hitting the dancefloor hard and heave.

Thanks to the golden touch of remixer Todd Terry, the power ballad is now a festive, handh-in-d-ait houre anthem with anthemie tendensies similar to Soul Subitins" manive referensing of Toni Brazton's "Un-Break My Heart." The main mix has immensurable peskhour potential, while Terry's breakmart dab could have the support of even the "hippest" underground took.

Perhaps most important, the tightly assembled pop edit of "1 Will Come Toya" renders the song extremely attractive to radio stations that will never touch it in its original form. In fact, we believe this mix could be eravial in elevating the song to its eventual peak stop the Hot 100. How's that for a fractions prediction?

And while we're on a roll, we'll sio atep ou ton a limb and pronome Da Hool's "Meetl Her AI. The Lower Parnds" an auto-al-too rather side ramadh span commercial releasa rink of hamillion, nines the single ye'u utery hypnotic transe-houser has been woolig, nines the single ye'u utery hypnotic transe-houser has been woolig, nines the single lik for discustier release (as well as a however, now that RCA has anged it for discustier release (as well as injery 'Chib Catta' a complation areira), look for popaters to climb theart with notles peeel.

Produced by Hooligna, the completely intrumental "Most Her At The Love Parade" alips and sides along with a slick bassline and a strobing synth-driven hock that upon impact. The track really comes to life the hand of Malk bearing a lot of in the coming moth. They injects boming tribal intensity that elevates the song or unbeatable properties.





Her World Goes Reund. Champion Records dva Sandy B. partial backstage after a notent two at Uhr sightabili. In New Yosh in upgroot of her hift Xint No. Need The Hida: "She is currently dividing her tims between an orogoing U.S. chub our and laying down tracks for her forthcoming biblieright deta. Proteined, from left, tre adropsthumentift, Janice Robinson, drog personality Joay Area, Sandy B., Dead Or Alwa host zum Arebe Deums, and chub Rigue Steve Coy.

around attitude and chatting, bot Franklin Pornets has. The child has developed a disky if estadog of underground differs that are underground differs that are with His hests offering. "A-Cose Mc (Sanglaness)", jamis him with fast-rising producer Jonathan Peters and infriguing a studi dos a bit more biting on previous recordings. Penesses in in fine form here-enopetially once he moves away from yaking about how force the party is to realing about games.

Addof Fuentes-styled pleasure is derived from the tasty filp-side track of this Deeper Records 12incher, "Get Over 11," which is more in line with the rabber-neck, queercentric fodder of his past. Someone needs to gather all of Miss-ter



Thing's singles for a full-length album. It would be too much fun for mere words.

Diva-in-waiting Laura Alford attices quite the intense pose on "I Wanna Get Chose To Yuo," an oldschool deep-houser produced by Federal Hill mastermind Garry Tatala with input from Vietar Simonelli. Wrapped in eeho that gives the track of schr, otherworldly vibe, abe builds from a soft pury to a starting, effect-riddied belt that will make every hair on your body stand on end.

Listeners get to properly enjoy Altford's technics if flexibility on Byron Burke's remix, which strips away all weal effects, allowing her to soar to more traditional dive heights. Burke's arrangement of swiring organ riffs and lively, hand-inppige percussion gives the hand-tanging percussion gives the hand-tanging percession gives the audience. In all, a nicely varied, completely compelling package rom New York's lassning Records.

"Bame Becords aires Barbar. Doughas contune biding for longdeserved clubiand respect with grant of the second second second second parameters of the second second second Matt Warren. Though this is a signally can be better performance, who is weakened by a long over her sauge, and restrict performance works and heath meessary depth into the storigt second second second second second second second second SUII, the groove pamps with an intertain second SUII, the groove pamps with an intertain second second

N THE MIX: Have you been dying to dive into some fresh Diamanda Galás material? Well, brace yourself for not one but two albums from the eternal experimentalist, who returns in April with "Male-(Continued on seet page)



Anilyah Ginas Ner Neuri. Alamic artis Anigh was among its headilmes at the recent 8:06 Heats, hoted by Wilde Diccipo, The show drew more hear 18.000 people and included performances by Le Cick, Hanson, Rahyn, En Vogas, Backstree Boy, and Ind, Amang Ba songa Alayha performed was be current multi-format he "The One I Gava My Heart" by "Whith is getting active ciu) pily thanks to old remixes by Soci Sciolator partines Bobly Gay and Erele Like, Flanking the songer backstags as WIDM music director Erick Berdely, Int. and Attinic Chicago percention representative Reit's dualaction.

# Billboard. HOT DANCE MUSIC CLUB PLAY

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13	6	8	13	SOCK IT 2 METHE BARK (SAMA DAMA PLE IN IT SCIENCES INTUISES + MISSY "MISSION/ANDI" CLEOTI TOLE ON BACK
14	35	9	6	TOU KNOW NY STEEZ (T) NOO THIS 39624WAGN GANG STARS
13	IJ	-	2	CAN'T GO WRONG CANGEROUS ID INVERTITIE STOCKEDUALO
18	7	1	14	ONE MORE NIGHT (T) 00 TOWN BOY 195 AMBER
	HE:	•	1	BLOOD MONEY (PART 2) ID IDMINI BDV 425 NOREAGA FEATURING NAS + NATURE
18	33	21	11	THE AFRANCIOF AMERICANS (TI DO VINDIN 28618
18	15	10	1	IT'S RAINING MENTHE SEGUEL (T) (2) (DOC 52864 + MARTHA WASH FEATURING RUPAUL
20	13	18	31	FREE CLOC STRICTLY INVOICE 12528
n	11	19	11	THI NOT A PLAYER (THOUD GRIMMANA + ENG PLANSHER)
22	28	-	2	JEALDUST (TI DANCH MUSIC ST2159/SAND KIM SANOE/IS
3	27	25	15	YOU NAKE ME WANNA (1) (0 LAVASS 2420 BARSIR
24	36	25	30	FLL BE MISSING YOU INI (1) ID BAD BOY 74043 ARISTA PUFF DADOY & FAITH EVANS (FEAT 112)
3	84.0		3	ROCK THE FUNKY BEAT (1) to WARNIN BROS 42157
25	25	24	5	SMACK MY BIFCH UP (5)-30 IL MUTINIWERCK 42566-MAINER BROS. + FRODRY
1	33	33	11	MUCH RETTER (1) IN TWOIRD INITIAL CLUB 69 FEATURING SUZANNE PALMER
3	44	-	13	THE ONE I GAVE MY HEART TO (1) (I BLACKDOURD/RD/RD/RD/RD/RD/RD/RD/RD/RD/RD/RD/RD/R
(3)	46	44	4	DIGETERL TO SC FITTERLONDON STORETHILLING GOLDEE FEATURING KIRS ONE
30	23	31	18	MONEY WITE TRUE TONS + MARIAH CAREY
(11)	RE-E		35	YOU SHOULD BE MINE CONT WASTE YOUR TIME) IT MAYORY STATE] + SITUR MORY CAT FOR MASE
<u>a</u>	86-0		1	MARIA (T-ID-DDLLMBA 78352
(11)	RE-2		2	THIS IS NOW MY ORLINNER ORLINES TO DO FRANKINGON STODE/VILLING OJ ICEY
34	28	22	20	SPIN SPIN SUGAR IT: ID CLEAN UPLYINGIN LINDERSPOUND SETSOVIRUM
35	25	ă	1	MAGIC ORGASM ITLIC TWEITER SEETOMCK HOUSE HERDES
38	14	17	28	TOURS NOT ALONE THIS RANGE OF STATES AND CONTRACT OF STATES AND CONTRACT.
37	22	14	28	
3	38	8	11	
-	20 41	-0	14	
4		- 15	_	
4	22	15	8	BREARING ALL THE RULES (T) 00-027TDH 22304 + SHE MOVES
8	11	D	3	PLEASE IN SUMO 5/2/95 0 UZ MAN BEHIND THE MUSIC IT UC NWY 95035W1ERSCOPE  GUEEN PEN FEAT-TEDDY RULEY
4	20		4	LAND OF ECSTASY (7) (2) SOLENY GLAN SILESSY LAND OF ECSTASY (7) (2) SOLENY GLAN SILESSY PILGRIMAGE
ā	14		11	CHOOLE ONE (THAT 30 CHOOLE STEED)
×	16.6		2	GET READY TO BOUNCE TO IN COLI ANETICA 3722
e.	11		12	MY LOVE IS THE SHINK IT WARKET BYOS 40011 + SOMETHIN FOR THE PEOPLE FEAT TRINALS TANKING
	20	20	5	BENEFIC THE THE SECOND CONSTRUCTIVE SECTION SECTION
	20	20 46	6 21	BENEDICTUS IN IN PROVILOUS ENSTRICTLY INTER INC HONEY INC PROVILOUS ENSTRICTLY INTERNAL INC HONEY INC PROVILED IN END OF A WARK INTERNAL IN THE PROVIDENCE AND A INC. INC. INC. INC. INC. INC. INC. INC.

This with the peaked values or (Jub plays requested this week. Prever Pick on Cub Play is awarded for the largest post increase arrang sarger below the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked for the largest post and the top 20. Genetic Game on Manu-Segle marked f

# DANCE TRAX

(Continued from preceding page)

They are the first fruits of a new alhums later this year. distribution agreement between Mute and Asphodel Records. Besides providing Galás with a long-nzeded stateside outlet, the deal also calls for the eventual resurrection of the artist's out-of-print Other acts on Asphodel, which is

perated by San Francisco artists Mitri Johnson and Naut Humon. include revered sample-slayer DJ Spooky and ramhunctious drum

team of Farley and Heller are behind the decks for yet another cool compilation from AM:PM Records. The two-CD "Anthology" combines well-loved classics by CeCe Peniston and Ultra Naté, an well as previously unavailable classic. remixes and tracks by Aleatraz. Sounds Of Blackness, East 57th Street, and the Absolute. Wouldn't it he fierce if A&M in the States

diction & Prayer" and "Insekts." 'n'hass act We. Both will offer new took a chance and released this set here? We won't wait up all night for The reliably fab studio/turntable it, but it sure is a nice thought.

Speaking of AM:PM, run to the nearest import dealer for a copy of "Dreams" by Smokin' Beats. The track has been virtually impossible to find in recent months and is being touted a potential garage

Lofty, eb? Well, let Paul Landon and Neil Rumney's intensely tripped-out grooves soak your senses . . . we think you'll ultimately

agree. They employ a pile of vintage disco sound effects, as singer Craig Karpel, who leaves the com-Lyn Eden has a field day darting fort of his gig as VP of the music around various hlips, bleeps, and division at Bonneau/Bryan Brown around various blips, bleeps, and percussive blasts. Fleshed out into Public Relations to form the Karpel a two-record set for its latest retail Group. He's evolved into quite the incarnation, "Dreams" has been firmly tweaked by Ian Pooley, Erick Morillo, and Kings Of Tomorrow. Each version merits a whirl, but none can touch the original, which strokes with rare maric

On a big tip, going indie is never

easy, but if anyone can cut it, it's champion of dance music in recent years, spearheading high-profile marketing campaigns for cloburoot. ed acts like M People, Joi Cardwell, Funky Green Dogs, and Ann Nesby. We wish him lots of good luck-though he's on such a hot streak, he hardly needs it.

# An Abbreviated Tour Of Nashville's Online Community

### BY LAUREN SCHMITZER

NASHVILLE—At a time when the world seems to be at everyone's computer-literate fingertips, country music is creating its presence on the World Wide Web.

To address issues of country music's partnership with tochnology the Camtry Music Assn. (CMA) has developed a Pattere Markets Task Force. CMA senior director of international and new business development. Jeff Green asys that executives from throughout the industry lead beir expecties to identify new technology's impact on the music business and intillectual property.

This think tank, which began in 1996, will hold its second seminar, titled MINT-Music Industry and New Technologies\_in May

So what useful Web sites are there in country music? Following is a thumbnail guide to what's helpful on the Net.

#### GENRE

The motherability of country genue ties in GSS Cables wave.country.com, which is mainly a service engine for CMT and TNN, but also aerves the Grand (de Opy; the Wikhome Saloon, NASCAR activities, information on ordoor activities such as harring and fishing, and the Fayman Activitarium. This busy address, which receives 800,000 the dukly has been online nince. June 1997, It offers masis nava, calles articies and press releases, a calendar on

Packages Are Winners In Touring

Shakeout; Simmons Exits Arista

of the Las Vegas Hilton

Entertainment.

the label workbaide.

Pam Tillis has underwritten the cost of outfitting and

buying equipment for the Circle of Nations Wahpeton Indi-

an School's seventh and eighth grade football team. She had played a radio station concert and visited the school,

in Wahpeton, N.D., and learned of the need. Also, Tillis

has new management: Stan Moress at Moress Nanas

Poptiae/TransAm/Firebird and the National Hot Rod

Asen, will be sponsors for Travis Tritt's 1998 tour ...

Waylon Jennings is the first signing for Ark 21 Records

new Nashville office, opened by Miles Copeland and his

management partner, Amastasia Pruitt. EMI distributes

Junior Brown appears

on PES" "Austin City Lim-

its" Jan. 31. Patty Love-

less is scheduled for the

program Feb. 7 and Loretta Lynn March 7

plans an end-of-March

minute for the same brack

MCA Nashville now

that particular day in country music, and tour itineraries. The "CMT Request Line" program, with a side on country com since September, has seen its listener requests shift from largely phono-ins on a 900 line to 59%. Net hits.

BMGs gener site, www.twargthin com, has been active since April 1907 and is the engine for the RCA Label Georga and Arstar Nashriffe. Receiving 40,000 Mas dug, the site houses contry between, tour information, and contents. Linda Engineerghed, Arista Nashriffe, Work was an learner a bid of information theory of the site and reflecting to the distance of the site of information in terms of what videos are were preative on TNN. We know within a week after it first shown."



Palade up all the

In addition to E-mail a feedback directly provide musical feedback "We've been using the airs to put up some new mails and solicit feedback" notes that the solicit feedback books business development for ROA. The site offered 30-second edge of potential ingies from Mindy McCready in latest allows, "If Don's Bay The Night," we moths prior to 10s official release.

"Through this fan feedback, trungthis also gathers a lot of consumer information that we typically wouldn't be able to get," adds Engbrengbof. She says that demographic trainstics show that McCrendy and newcomer Sherrié Austin have extremely young, computer-literate audiences.

#### LABELS

MCA Number (www.mon-mushralite, com) and affiliate Deers Records to twodecremandarilia to Deers Records to twodecremandarilia com and a shall be exception and a strange of the strange of information nervices Staff Wages eags. We have implemented reverse marketing on the Web, no waves petitinginformation our to cantorners who have come into the site looking for a particular title or article.

These consumes are electronically notified of their preserving article activtics and offered premissional incretives for marketing methiandise. The site has had as to the soline store of MCAW Wager agar. The key has been that wire getting requests for product that is years old—14 the level states that the really produce has the solar set solar for realing produce the site, so day require exists incretive—nuch as posters on works.

Another inducement is the new line of enhanced CDs, which will feature unique acoustic tracks or other specialties not available on regular releases. Wager says that MCA and Decca are not planning any exclusive online releases or events, choosing to push the enhanced CDs instead.

Apart from the site's success, Wager sups the main impact has been felt inhouse. "We have been able to pull together departments that haven't been working at the same level, and they all seem to be cohesive now."

Capital Numbrille's site to www.capital mathematics. Site visitions are and hard market and the same welcases and hard market matters. Site visitions can vote on the latest segment backwith research are transition factorist Brockwith researce areas be parlighted with an online press release capital Mathematic releases can be particulated and the releases of the same Market, and other lates, a visitanal workit toar with John Berry, for instance, in effered. He also has E-mail and a gume more for contests

#### ARTISTS

Haif of MCA Nashridiw doen actual have their oon suites, and Bette McEntine's rewarped version debuted Nov. 18, The new wavesbeacon offers its visiters a feeling of personal connection with McEnter. Fass can E- mail the slager and have their taxr-related photo posted on the site. Clays of masic and visions are available for visoring, and further the concept of fan interaction, the actuat tables about her laters happrings through Real/Audio technology.

Chris Wyatt, associate manager of Borman Entertainment and Corley-O Grady consultant, works with Charlie Daniels on his site. Daniels mariseta his product on www.charliedaniels.com. The most successful part of the site has been Daniels "soarboc."

"Charlie's a little outspoken, and with the site he's had a forum to post his views, and he's gotten lot of feedback," Wyatt says.

Daniels answers his own E-mail, which Wyatt adds has become his connection with his fans.

#### PRODUCT

Active sizes Adv 1968, wmorthm end marteners in a being presence in selfing marke suline. The Christma shorling transfer foreads "Sevent" CD for an and the second sevent "CD for any the second sevent and the second sevent and the sevent second sevent ding are added. Wal-Marty Nice Price Con (37.56) index abums by Johnny Cash, Daniels. Merie Haggard, Gorge Jones, and Wille Nalson.

CDDre (www.2cdbaro.com), which chains to be the workly largest music store, offers low prices along with reviews, articles, and other merehandise. Uners may search for an article's discography or link to their record label. Album information is also provided, such as musicicane performing and producer information.

#### ORGANIZATIONS

The CMA get involved with the lateast technology during its September awards, as It debated its own Webeast; and the site, www.cma-awardi07.com, the interption. According to CMA's Green, the file was created in order to encourage casual consumers or pare country fine to wratch the awards shows

The CMA's home page, www. contrymatic arguido han multiple targets. Green hopes that internationally the set provides a stronger identity for individual artists through consumer users. Yet the CMA marketing link, which includes record sales trends and current country masks facts, is geared towards indvertising agencies and marters interestical in the possibilities of county parkets, artists, sengs, receeving a partnerships, according to Green.

All three performance right organimations have homes on the Web. ASCAP (www.saceup.com) provides companyrelated news, updates on legislative issues, the entire Physiket magnine, details on its beckground and purpose, and membership information. The site also has a resource guide through which (Continued on page 13)



by Chet Flippo

bonal issues get in the way, especially in deciding who actually headlines the show. The mega-packages are going to be the ternd, we'll see higger events. George Strait will do that this year in the studums. The ligh-dealinege will lie thereaking mes wet. I don't know the answer to that. It may get back down to the chub level. There's no easy answer to that scenario."

COUNTRY TOURING continues to slim down and

Steve Moore, president of Moore Entertainment Inc., tells

Nashville Seene that his current Crown Royal package tour is a perfect which for touring today. The tour, which began

Nov. 7 and runs through May 10, puts together three midlevel headliners—Mark Chesnutt, David Lee Murphy, and Gary Allen—In manageable-size auditoriums,

clubs, and theaters, ranging from 1,000 to 3,000 scats. "I

wanted to take a grent package and put it into venues that

normally couldn't accommodate this kind of talent," he

says, "and make it more accessible to the consumer. With

the synergy of the sponsor and the record label, we're able

to keep ticket prices in the \$12-\$18 range. It's a great value

for the customer, and the

"Touring is really act-

tling down from the boom years," Moore aids. "When

Brooks & Dunn decided

to tour together, that really

proved that value-added

country needed. From a

the heat thing for everyone.

but sometimes the emo-

edia love it."

Reba McEntire and

ten up (Nashville Scene, Billboard, Doc. 27, 1997)

Moore will also take "Lost Highway" on the road in 1998. The drama about Hank Williams has been a hit in its run at the Ryman Auditorium.

ON THE ROW. Business Stemoses, who was The DeBair first whom is externed Arista/Nawkelle nineyears ago, is lowing the late to hanneh her own firm. Ghod kyces Exteriationent, an intervational marketing and consulting company, will prepresent Arista Nuebrills and its roster, ... The mage "One Upon A December", perfor a 1998 Golden Globe Award in the best original song for a motion patture endogers.

One of Nashville's most waterable live music we mass is due for a much-needed update and upgrade. The Hartan Group has bogsth and will revamp the Exit/in. The dah, which opened in 1971, was reportedly home to the first writter's night, in Nashville. ... The Oak Kaige Bogs will host a weekly one-hour variety show on TNN beginning April 7. The show will coriginate from the main stage

ene L

to the delayed film "The Horse Whisperer" Artists on the record include George Strait, Dwight Yookam, Emmylou Har-

ris, Steve Earle, Allison Moorer, Raul Malo, Don Edwards, Iris DeMent, and Joe Ely reunited with the Flatlanders.

BETWEEN THE PAGES AND Whithers's "Tag Cons. by Almon 104 (MeV "no available sign header. Characma (hg Beerel Research of Hostmoner Palis, Wak, J Based on the Billbared Larkt, the host performs invaluable research. The top 10 album artists (hased on a points sptum) during that period are all virage artists (in descening order): Willin Nelson, Merle Haggard, Hank William JC, Waldon Aminga, Alakama, Goorge Jones, Orders' Willin Nelson, Merle Haggard, Hank William JC, Waldon Aminga, Alakama, Goorge Jones, Goorge Strutt (a), No 10 and Garth Brooks (a) No. 11.

The first bound as the second allowed in the second second second second allowed in the second secon

Jones charted the most albums during that period, with 80. Nelson had the most No. 1 albums, with 15.

One sound'track has hit No. 1 ("Urban Costoy"), but two compilation albums have been No. 1: "Common Thrend: The Songs Of The Eagles" and "Rhythm Country And Blacs."

#### COMPILED FROM A MATIONAL SAMPLE OF AMPLAY SUPPLIED BY BROAKST MATA SYSTEMS' RAMO TRACK SERVICE, INI COMPTY STA-TYNES ARE ELECTROMOLIZE MONITORED 24 MORES A DAY, 7 DAYS A WEEK, SONGS RANKED FF MEMBER OF EFFECTIONS.

E	Sil	k	1998	ard, HOT	COUN		FF	P	Y	8	SINGLES TRACKS
	NSS NSS	2 MICS	mas on	TITLE PROCUCER ISONGWIETUR		PUK	1942 Million	NCCH	2 800	weld ON Creater	
1	2	2	18	* * * NO. 1 * A BROKEN WING 1 week at No. 1	* *		49	52	-	1	TIL' SANTA'S GONE (
-		-		NUMPERATE ACTION AND ADDRESS OF A DRESS OF	ALAN JACKSON	<u> </u>	<b>(1</b> )	45	63	-6	BELLEAU WOOD
2	3	3	И	EXTEREMENT CONTRACTOR	O META AND WITH STING	2	42	30	40	20	HONKY TONK TRUTH
3	5	7	14	LONGNECK BOTTLE	ED 30-96 MERCURY 544114 GARTH BROOKS	3	43	44	59	15	ALL I WANT FOR CHI
4	1	1	8	ARENGEDS & ANNALS CORNER HE'S GOT YOU	OPTOLALBUN CLTCOPICS INSPIRES     BROCKS & DUINN	1	•	46	51	10	LET IT SNOW, LET IT
-	6	9	13	JUST TO SEE YOU SHILE	TIM MOTORAW	5	3	72	-	:3	ROUND ABOUT WAY
8	1	30	23		JOHN MICHAEL MONTGOMERY	6	æ	47	48	9	JUST DON'T WAIT AF
1	4	8	15	LOVE OF MY LIFE	ADANTE A BUNCLE SAMMY KERSHAW	4	ⓓ	50	65	-10	CHRISTMAS IN DIKIE
8	5	11	12	ON THE SIDE OF ANGELS	LEANN RIMES	8	4	55		12	I ONLY WANT YOU P
9	ŁO	13	14	WICHMUSIEDUMEEHIDSO	CURE ALBUM CURINGS	9	49	42	41	15	MORE THAN EVERYT
10	и	15	11	PRIMITING TO MARKED BO IS GEORGE STREED, WHITE	ARIS'SA HASHWILLE ALBOM CLY	10	50	59	45	2	JUST ANOTHER HEAD
11	45	19	16	I WANNA FALL IN LOVE	LILA MCCANN     ATTUM ALINW CUT	11	3	58	20	3	A HOLLY JOLLY CHRI
12	8	4	18	FROM HERE TO ETERNITY HIL OTHER FOR THE AND THE AND THE AND	<ul> <li>MICHAEL PETERSON EPHISCALEMICUT</li> </ul>	1	3	50	50	5	CLOSER TO HEAVEN
38	18	18	5	DON'T BE STUPID (YOU KNOW I LOVE YOU)	SHANIA TWAIN	18	3	58		6	CHRISTMAS TIME'S
14	14	14	14	YOU'VE GOT TO TALK TO ME	LEE ANN WOMACK	14	(50)	58	58	16	LETOY THE REDNEC
15	18	6	14	THE REST OF MINE SMPRONDS IF ADAMS & BURG	TRACE ADMINS	4	(55)	18		2	BLUE CHRISTMAS
14	14	14	22	D COOK IN MILLION OF A LANCE & LOBARD	CONCOLUTION AND GAME	12	(50)	63	-	7	SANTA LOOKED A LO
14	23	23	10	WHAT IF I SAID  ANITA COCHRAM IN ED TO MANY & COCHRAM	OUET WITH STEVE WARNER	14	(5)	52	50	7	THEN WHAT
18	14	6	19	LAND OF THE LIVING	PAM TILLIS IN AREA MAI-RELE LIGHT	5	(3)	24	-	7	MERRY CHRISTMAS
14	16	14	14	LOVE GETS ME EVERY TIME	SHANIA TWAIN IS ISLOS MERCURY SUBJECT	1	(9)	0	-	0	THE OLD MAN'S BAC
23	14	14	14	I HAVE TO SURRENDER	TY HERNDON     EPIC AURUM ONT	14	0	20	-	7	SANTA CLAUS IS BAC
27	22	14	14	A CHANCE	KENVY CHESNEY	14	0	58	67	13	WHAT A WOMAN KH
23	24	16	14	YOU DON'T SEEM TO MISS ME	PATTY LOVELESS     DOVELESS     DOVELESS	и	60	56		2	ROCKIN' AROUNO TH
23	23	18	18	ONE OF THOSE NIGHTS TONIGHT	LOBRIE MORGAN	33			-	2	O HOLY NIGHT
14	27	14	7	ONE SMALL MIRACLE	BRYAN WHITE	и	(1)	RE-E	100	3	HAVE YOURSELF A H
25	14	15	7	WHAT IF	REBA MCENTIRE     O ID M HEA MCENTIRE	25	Ø	68	-	3	SANTA CLAUS IS COMI
21	28	14	14	IF YOU CAN'T UE GOOD (SE GOOD AT IT)	KEAL MOOPHELE COST     ALANTIC CLEVE OF	21	6	65	74	8	SANIA COROS IS COMI S RIPLEY & ROMONO IS TH GRANOMA GOT RUN
27	25	25	20	SOMETHING THAT WE DO	CLINT BLACK     COLOR MARK SSEE	2	66	64	-	4	O HOLY NIGHT
23	28	14	7	STILL IN LOVE WITH YOU		21	Ð	RE-E	ATER	2	MACHINE LACACHTAR
23	14	N	5	LITTLE RED RODEO	NUMBER BIOS, ALTUM CUT COLLIN RAYE	24	_				# 1 SILVER BELLS
3	22	14	14	CANE F WORLD' EVENINE ALL'E SEARCH WEDNE E CAN LOVE YOU BETTER		20	Œ	NE	**	1	h MARKER STREET, MARKER AND A
18	32	42	6	COME SOME RAINY DAY	CLIDINGNUMENT TETRE	18	۲	70	-	3	SANTA CLAUS IS CON
20	24	14	9	TODAY MY WOULD SUPPER AWAY	CURB ALBUM COT UNIVERSAL GEORGE STRAIT	7	10	60	61	4	CHRISTMAS CAROL
23	24	34		THE DAY THAT SHE LEFT TULSA ON A CHEVY)	★ WADE HAYES	11	00	NE-E	KTR2	5	PUT A LITTLE HOLIO
			14	THE NOTE	CORD COLUMNA HINS		12	57	45	15	WHEN LOVE STARTS
ы (35)	35	14 14	14	JUST DETWEEN YOU AND ME	THE KINI FYS	34	1	74	-	10	HARD CANDY CHRIS
3	14		<u> </u>	RESARTING THREE DENIT GALENC HINALEY - SARTICA I AME	INCE DIVERSION IS DECRETED IN	14	14	43	25	H	DID I SHAVE MY LEG
		18	5	OF COURSE I'M ALRIGHT	M DODGA 72082 ALL ADMON ALL SUM WALL ADMON		(75)	NET		1	WE THREE KINGS IS
14	20	23	14	IF I NEVER STOP LOVIN' YOU	MEASANS	23	-			-	MERCENT PERSONAL COMPANY
3	24	24	5	P.MCMARIN CONTON FORMAS	DUND REMARCHET	25					ar in delactions over the prev first time.
۲	65	66	13	S ROOM D DAVID PLANDER Y SHOULD DRUT WILSON	<ul> <li>JEFF FOXWORTHY WINNER INSE 17525</li> </ul>	14	Cassofie abath	smale XI CD r	iverabi	My. 201-	CD single availability (MI Car ability of 1998, Billboard/BF

No.	NCD1	2.000	west on	TITLE ARTIST PRODUCER CONSIDERT STORE	NDK
49	52	-	1	TEL'SANTA'S GONE (MUK AND COOKIES) OLIVE BLACK	40
<b>(1</b> )	45	63	6	SELLEAU WOOD GARTH BROOKS	0
42	37	40	20	HONKY TONK TRUTH BROCKS & DUNN	3
43	44	59	15	ALL I WANT FOR CHRISTMAS IS YOU + VINCE VANCE & THE VALIANTS	43
<b>(40</b> )	45	51	10	LET IT SNOW, LET IT SNOW, LET IT SNOW	43
3	72	-	-3	ROUND ABOUT WAY GEORGE STRAIT TRONG CENTS LAVA SHICL	4
<b>(1)</b>	47	48	9	JUST DON'T WAIT AROUND TIL SHE'S LEAVIN' ORANG LIT MURPHY URONG LISSING	4
	50	65	10	CHRISTMAS IN DISIE ALASAMA SANDAR AND	8
(4)	55		12	I ONLY WANT YOU FOR DHRISTMAS + ALAN JACKSON Selfer was finded to concern turner	4
49	12	41	15	MORE THAN EVERYTHING + RHETT AKINS	4
50	59	46	2	JUST ANOTHER HEARTACHE	54
<u>.</u>	58	20	3	A HOLLY JOLLY CHRISTMAS ALAN DEASON	5
9	50	50	3	CLOSER TO HEAVEN MILL& MCCON	
				EMVIS A MARCE LITER STATUS STATUS AND AN AND A MARCE AND AN	+ 1
9	58		6	B CANNON & WUSON IT LOGARE (IN BUTCHIEF \$15408	5
30	58	58	14		3
3	18	-	2	BLUE CHRISTMAS FLVIS PRESLEY LSREAM CHRISTIAN CONTRACT CONTRACT	5
5	69	-	7	SANTA LOOKED A LOT LIKE DADDY CARTH EROOKS ENTROUG BONDS & ROX	5
D	58	50	7	THEN WHAT CLAY WALKER CAN AND CLAY WALKER	5
3	24	-	7	MERRY CHRISTMAS STRAIT TO YOU GEORGE STRAIT HONDY IS ALL TO YOU READER ALL ALL ALL ALL ALL ALL ALL ALL ALL AL	9
9	17	-	0	THE OLD MAN'S BACK IN TOWN CARTH BROOKS CHITE, MOMILE ADDRESS	51
6	20	-	7	SANTA CLAUS IS BACK IN TOWN DWIGHT YOAKAM INFINE MARK OF	9
	58	67	13	WHAT A WOMAN KNOWS + KRS TYLER	5
3	55	-	2	ROCKIN' AROUNO THE CHRISTMAS TREE IRENO& LEE	6
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(RR)			2	HAVE YOURSELF A MEARY LITTLE CHRISTMAS WINCE GLU	1.5
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œ	70	-	3	SANTA CLAUS IS COMING TO TOWN GEORGE STRAIT	6
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(73)	74	-	12	HARD CANDY CHRISTMAS DOLLY PARTON	
14	10	25	11	OF POINT REMAILS MARKEN AND A LEGS FOR THES? DEANA CARTER	25
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JANUARY 10, 1995

# Billboard. Top Country Singles Sales.

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	_	_		**	* No. 1 * * *	
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(2)	2	2	2	DON'T HE STUPID (YOU KNOW I LO	VE YOU) WERDLIN SEEDED	SHANIA TWAIN
ത	3	2	13	YOU LIGHT UP MY LIFE . CUIS 72027		LEANN RIMES
<b>(T</b> )	4	4	4	WHAT IF MCANASIVULE 72020		REBA MCENTIRE
5	4	3	13	LOVE GETS WE EVERY TIME . NO.	JRY 568062	SHANIA TWAIN
5		2	2	SOMETHING THAT WE DO NOT ISSUE	6.0	CUNT BLACK
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$\overline{\mathbf{n}}$	13	13	5	WHAT IF I SAID WHORE INDE 17253	ANITA COCHRAN (DU	ET WITH STEVE WARINERO
	4	2	15	THE REST OF MINE CAPTO, MARNELLE	6690	TRACE ADKINS
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10	13	13	17	YOU WALKED IN IN GENERUS		LONESTAR
13	13	2	2	LOVE OF MY LIFE WORDER SERVER		SAMMY KERSHAW

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38	15	16	13	YOU DON'T SEEM TO MISS ME LINC 7870450W	PATTY LOVELESS
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(n)	23	23	3	THE NOTE CAMERSPROE LIZER WARREN BROS	OARYLE SINGLETARY
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24	24	25	20	LOVE IS THE RIGHT PLACE ADDUM MAINTED	BRYAN WHITE
(25)	25	24	12	ONE SOLITARY TEAR ARISTA INSPIRENT 13099	SHERRIE AUSTIN

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#### AN ABBREVIATED TOUR OF NASHVILLE'S ONLINE COMMUNITY Continued from page 21

you may search for any ASCAP work or writer. A writer search finds every work, which in turn links to its connected singer and album.

BMI provides its visitors with a song-writer's toolbox for a crash course in the business of songwriting, membership forms, and suggested reading. Another BMI link offers related press releases on the company and the music industry at large. The hyper-repertoire of www bmi.com is a searchable database analogous to ASCAP's resource guide.

SESAC offers visitors the organization tion's history, current company news, songwriter profiles, and membership data. There is also a link to an online version of the corporate publication Focus on SESAC. A searchable repertoire is also available at www.seeac.com.

Although these sites differ in content, their purpose is identical. Each company wants to provide immediate information to stimulate response, and the

Internet is the perfect pipeline for this instant gratification. The impact of this whicle on country music has been farreaching, due in part to the law playing eatch-up with technology. Kurt Denny, creative director for Nashville's Warner/Chappell Publishing, voices a commen concern of "figuring out how to protect our copyrights and how to prop-erly compensate the providers and cre-ators on the Web."

MCA's Wager addresses this issue,

saying, "One of our problems currently is with existing contracts that were written years ago without any of this written into them at all. So not only is it a plague for publishers and writers, but for the artists themselves. In revising these agreements, artists are taking time to realize the potential of this.

"For the artist, it's been huge," adds Borman's Wyatt, "Working with Charhe Daniels, and now working with Trace Adkins, the site has been an embellishment to their careers."

Wyatt describes the impact on both artist and management in getting basic information. "There's a lot of people who just want the itinerary, who we can send to the Web site," he says. "That's what kind of arm it should be; you can send a lot of traffic over there, keeping your phone lines clear for other things

As a rapidly developing feature, the Internet is fast becoming a necessary whicle for success in country music.

## **COUNTRY SINGLES A-Z** PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

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Country Corner will return next

#### ever miss a CHART The January 3rd unpublished charts are available: SA PAR · Bebbling Under R&B Singles Biboard 200 Mar III AM SWALL IN · Het Ree Singles NI DOWN IN ANY Top Country Albems/Country Catalog Albems I Marrie MIT HA SPIRES COMMANY · Not Country Singles & Tracks/Country Singles Sales Hot 100 & Billboard 200 ......\$7.50 1.00 · Heaturekers · Top World Music/Blues/Reggae Albums Top Pop Catalog Albums · los Kid Audio Send your check or money order to: Too Gespel Albums Billboard Research, attn: Silvio Pietroluongo Teo Contemporary Christian Albums 1515 Broadway, New York, NY 10036-8986 · Top Husic Videos For credit card order call: (212) 536-5054. Teo Christmas Albums fax: (212)382-6094 or e-mail: research@billboard .com chorts and shown Each line represents an individual chart

BILLBOARD JANUARY 10, 1998

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BILLBOARD'S JANUARY 3 CHARTS ARE FOR SALE

## The Billboard 200

- Hot 100 Singles
- Hot 100 Singles Sales & Airplay
- · Bebbling Buder Het 100
- Hot Adult Contemporary/Adult Top 40
- Mainstman Rock Modern Rock Tracks
- Billboard Latin 50
- Het Latiu Tracks
- · Desce/Wast-Singles Sales
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- Het P.E.B Ganley
- Het R&B Singles Sales & Airplay

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2	2	2	15	GARTH BROOKS & CETTL SEGRECATOL MEMOLIC OD RECENT. Sweet in the 1 SECTS LEANN RIMES &' YOU LIGHT UP MY LIFE - INDIRATIONAL SCHOOL	-	38	35	6	30	ROY O. MERCER (2015), MERCER NOW DIG A BOY ARE YA' VOLUME 3
-				+ + + GREATEST GAINER + + +	-	4	35	33	12	OF DE THE FORTUNITE FEW
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5	5	5	58	TRISHA YEARWOODA <sup>7</sup> (SONGBOOK) A COLLECTION OF HIRTS.	1	4	45	45	32	SAWYER BROWN CURS 72883 10 58116 580 \$50 CARS ON THE ROAD
8	7	6	30	TIM MCGRAW &' CURB 77866 (10.99136/HD) EVERYMMERE	1	4	51	6 57	20	LORRIE MORGAN INA CHESSES CO 5504 580 SHARIN THINGS UP GEDRGE STRAFT & MCHMISHING (1428-10-58)-586 BLUE CLEAR SKY
_	6	1	. 11	LEANN RIMES &' CHE 2102 100 9915 90 000 000 000 000 000 000 000	1	4	28	22	2	VARIOUS ARTISTS
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1	8	8	36	GEORGE STRAIT &' WANNEWYLLE 11564 00 1915 MD CARRING YOUR LOVE WITH ME JOHN MICHAEL MONTGOMERY & ATLANCE STRAIGHT 10 1946 58	1	(8)	61	19	E	STARDY STARTS TR. TS TR. AMADING GRACE 2 A COUNTRY SALUTE TO GOSPEL MINDY MCCREADY & INA INSURACE (\$ 9915 98. TEN THOUSAND ANGELS
,	11	11	18	MARTINA MCORIOC HEASING STRATE STRATEGY STRATEGY STRATEGY	1	1	58	55	15	CHELY WRIGHT MCI MORPHUL 2000 110 5916 59 20 LET ML IN
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ī	12	12	15	LEANN RIMES A' UNCHAINED WELCONTINE EARLY YEARS	1	52	50	50	50	BILL ENGVALL & WARNER BALL MERES 100-1015 MILE HERE'S YOUR DEN
	15	14	10	TRACE ADRING OWER, INDIVIDUE SHEELED S	7	3	50	62	80	BROORS & DUNN &' AMETA INCOMULE 19820-00 MUTS SE: DORDERLINE
n	35	15	18	COLLIN RAYE . THE BEST OF COLLIN RAYE - DRECT HITS	4	54	56	53	28	LONESTAR INA 6142241.011616161616
ŕ	34	15	61	ALAN JACKSON & VESTA NAMENILE I WEST DEBTE NET	1	35	45	22	34	LONESTAR BULKNEZHLUTERASIA SE OKUZY NESHTS BOY O, MERCER HOW BICA DOY ARE YAP VOLUME 1 BEN DEVERTIR DA 6007 02 WORKS DEF BICAS MOLIVIER OLI //ETICH
	18	30	10	WYNONNA CURE STOLLOWIERSAL DO 9406.900 THE OTHER SIDE	5	54	8	56	7	JOHN DERVER POINTER 22 1929 193 THE ROCKY MOUNTAIN COLLECTION VINCE GULL & INCOMPANY OF 19472 (ID NOTION) PROVIDENT SYLIND
	17	12	22	CUNT BLACK   ACK 47515405 (10 16/15 10)  HOTHEY BUT THE TALLIGHTS	4	8	10	58	30	
	21	23	14	ERYAN WHITE & ARTUR SZGAMED (30 %(16 M) THE RIGHE PLACE	7	8 (9)	82	96 14	50	KENNE BOOL ALSO TO TALE AND CHARK IT UP - THE MUSIC ALSON KENNE SHARP & INSIDE TO TALE TALE TALE TALE TALE TALE TALE TALE
	20	н	26	MICHAEL PETERSON REPRESENCES AND ADDRESS A	17	3	0		21	ROY D. MERCER DOTD. MERCER DOTD. MERCER HOW BEA BOY ARE YA' VOLUME 2
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# Artists & Music Bilboord,



by John Lannert

A L & GEORGE'S HOLIDAY SHOW: The dust bas barely settled on the 1997 beliday season, but the ver-mutating indiscape in the U.S. Hispanic executive sector has undergene a pair of changes. Involved in the latent exec moves are industry veterans AI Zamora and his brother George.

As part of its engeling field to expand its international profile, Colombian indie Sonolux has named Al managing director of its Minni-based ULS, operation, effective Monday (5). He formerly was marketing director of WEA Latina.

Manawhile, George was named VP/GM of WEA. Latins, effective Jan. 1. George replaces the label's former VP/GM, Sergie Rozenblat. George retains his titles as managing directed or WEA Latins's trapical imprint Weacaribe and GM of SH: George Records, a joint-newture company formed by noted Lawhile commenting that Sonolux wants to be a "major factor" in the USA Latino market. Al adds

While commenting that Sonolux wants to be a "major factor" in the U.S. Latino market, Al adds that the Sony-distributed imprint will be "totally aggressive in this marketplace to develop a local roster to complement what they have coming out of Colombia."

Al easys his U.S. rooter will lean toward tropical acts, out no quarkty nette that no is open to signing all sorts of artists. "I want to sign a few artists and work them hard," he states. "It's cashier to work two acts full speed than seven artists balfway." Sonolux, home of rollenato icon Carles Vives, reached No. 1 on The Billboard Latin 50 in 1997 with its bolero star Charlie Zan.

Meanwhile, neither George nor André Midani, president of Warner Music Latin America, who hired George, was available for comment at press time

regarding George's new title. Rozenblat's December departure follows the exit of his immediate superior, Julio Sásea, who earlier in the month resigned his position as Warner's managing director and president of Latin North American operations.

The resignations of Rozenblat and Sáens took place despite the fact that the label's two big-name acts, Luis Miguel and Maná, enjoyed record years in 1997 in Mexico and the U.S.

Industry insiders, citing the notion that Warner Mexico had broken no new acts in the past five years, had been speculating for months that Sáenz would be replaced by Rozenblat.

AND ANOTHER THING: Space restrictions in the Dec. 27 Latin Notas preduded additional observations of activities in the domestic Latino market. Following are a few statistical profiles and ruminations about last year—and this year.

LATINO FEVER SPREADING: Latino acts continue to make inreads on several charts featured in BOIboard. Eighteen tilles by Hispanic artists entered the Heatswekers chart, and eight acts came on the Hot Dance Music/Club Play chart.

Another 14 Latino titles are The Baiboard 200, sar more than in 1996. More imprussively, 11 of the 14 are (Continued on next pape)



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# Artists & Music

(Continued from preceding page) by Latino artists who are not con-

dered crossover acts. One English-language title, the soundtrack to the film "Selena, also charted on The Billboard 200. It reached No. 7 and has logged 36 weeks on the chart.

Following are the Hispanic titles to reach The Billhoard 200 in 1997: all listings reflect chart activity up to the Dec. 27 issue, with the label peak position, and number of weeks the title spent on the chart.

1. "Vivir," Enrique Iglesias (Fonovisa): peak position: No. 33 (debat); 18 weeks.

2. "Romances," Luis Miguel (WEA Latins); peak position: No. 14 (debut); 16 weeks.

3. "Tango," Julio Iglesias (Columbia/Sony); peak position: No. 81 · 13 weeks

"Me Estoy Enamorando," Ale jandrn Fernández (Sony Dis cos/Sony); peak position: No. 125; weeks.

5. "Compas," Gipsy Kings (None-uch/Atlantic/AG); peak position: No. 97; seven week

6. "Dreaming Of You," Selena (EMI/EMI Latin); peak position: No. 136; five weeks.

7. "Contra La Corriente." Mare Anthnny (RMM); peak position: No. 74 (debut); five weeks.

"Suchos Líquidos," Maná (WEA Latina); peak position: No. 67 (debut): four weeks

9. "Juntos Otra Vez," Juan Gabriel/Rocin Dúrcal (Ariola) BMG); peak position: No. 152 (debat); three weeks.

"Jefe De Jefes," Los Tigres Del Narte (Fonovisa); peak position: No. 149 (debut); three weeks. 11. "Sentimientos," Charlle Zan

(Sonolux/Sony); peak position: No. 185: two wee 12. "Llévame Contigo," Olga

Tanón (WEA Latina); peak pos tion: No. 175 (debut); one week.

18. "Enrique Iglesias" (Fonovisa); peak position: No. 199; one week. No. 14. "Tucanes De Oro

Tucanes De Tijuana (EMI Latin); neak position: No. 199 (debat): one week.

WORST HYPE TO-SALES RATIO: Rock en español and Cuban-derived music. Both categories have caught

Nuevos Lanzamientos

y ademas el catalogo

Discos Compactos

tos Hoy o Mai

mas Profundo de

Música Latina

Videos Laser

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v mucho más



100 And Counting. Ray Connill receives an award commemorating his 100th album, "I Love Movies" on Iw/PolyGram Lation. On hand for the presentation from left, are Marcella Cestelo-Branco, president of PolyGram Brazil; Larry King, host of "Lany King Live"; Marcos Maynard, president of PolyGram Latino U.S. and Mexico: and Cornill.

every media break in the world in the past two years, and both have only a thimbleful of hit albums to show for it.

EN CONCIERTO: Alejandro Fernandez might be the "now" artist in the Latino markets in Mexico and the U.S., but if live shows offer any indication, WEA Latina superstar Luis Miguel remains rey of

According to Amusement Business, "Lzismi" owned the top two has office slots for the tap 10 gross es hy Latino-rooted artists in 1997, as listed in the following rundown of concerts.

Luis Miguel-Auditorio Nacional, Mexico City; Oct. 9-30 Nov. 1-2: \$6,756.335: 159.878 (17 shows, 15 sellouts); Showtims de México

2. Lois Miguel-Universal Amphitheatre, Universal City, Calif: Sept. 18-22; \$1,598,530 80,263 (five sellouts); Universal

3 Gloria Estefan-Aloha Stadim, Honolulz; May 3; \$1,342,975; 25,120 (sellout); Tom Mofatt Pro-

rio Nacional, Mexico City; June 6-

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Center, Philadelphia; Feb. 7-8: \$882,578; 28,774 (two sellouts);

Electric Factory Concerts. 6. Juan Gabriel, Antonio Aguilar & Family-Madison Square Garden, New York; Sept. 20;

# LATIN TRACKS A-Z

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\$865,965; 16,028 (sellout); Cárdenas/Fernández & Associates/ Hauser Entertainmen

7. Vicente Fernández-Univeral Amphitheatre, Universal City, Calif.; Nov. 21-23; \$861,258; 18,107 (three shows); Universal Concerts 8. Juan Gabriel-Universal

Amphitheatre, Universal City, Calif.; Oct. 24-26; \$822,925; 17,879 (three sellouts); Universal Con-

9. Gipsy Kings-Greek Theat Los Angeles; May 29-31; \$777,114; 17,288, (three shows, two sellouts); Nederlander Organization.

10. Gipsy Kings-Radio City Music Hall, New York; Sept. 6-7; \$726.952; 11,910 (two sellouts); Radio City Productions.

GRINGAS IN WAITING: Luis Miguel scored an unmatched chart feat in August, when his albu Ram ances" hit No. 14 on The Bill board 200-the highest chart position by a full-length Spanish disc. Now with the artist having made a handsome recording career for himself by covering more well-known songs than Linda Ronstadt, let us solemnly issue a New Year's reso lution calling for Micky to stop frittering his considerable vocal talent on nostalgia and have the cojours to cut that long-awaited English-language disc. Las norteamericanas world love it.

WHO NEEDS RADIO? Three of the top 15 best-selling artists secured their sales with virtually no help from radio: Julin Iglesias. Nonesuch/Atlantic/AG act Gipsy Kings, and Sonolux's Charlie Zaa the latter of whom is an upstart vocalist from Colomhia who put out a package of tropical medley covers of classic Spanish songs called "Sentimientos." The hit disc put the former singer of Grupo Niche and his Colombian indie Sonolux on the sales map in the U.S. and spawned a slew of pallid imitations.

Zaa, sadly enough, was the lone newcomer to crack the top 50 best selling artists in 1997 ... and like Luis Miguel and Julio, he needed old material to make a chart impact.

I	O	p	New Age Album	S
THIS WEEK	URITWED:	well (th Creat?	Compiled from a national sample of retail star reports collected, compiled, and provi TITLE reports ALLANCERCOSTRUCTING LANCE.	ded by ARTIS
1	1		** NO. 1 **	YANN
2	2	1	PAINT THE SKY WITH STARS THE BEST OF ENVI	A [2007
3	3	11	CHRISTMAS LIVE . MAS	NNHEIM STEAMROLLEP
4	4	13	THE GIFT .	JIM BRICKMAN
5	5	18	OEVOTION: THE BEST OF YANNI	YANN
6	5	35	A WINTER'S SOLSTICE VI	VARIOUS ARTISTS
7	7	8	AvALON and satis	JOHN TEST
8	8	4	PICTURE THIS .	JIM BRICKMA
Ð	3	37	IN THE MIRROR .	YANN
10	11	8	THE CAROLS OF CHRISTMAS II	VARIOUS ARTISTS
11	10	6	CONVERSATIONS WITH GOD - A WINOHAM HILL O	COL VARIOUS ARTISTS
12	12	35	PORT OF MYSTERY	YANN
13	14	57	LINUS & LUCY - THE MUSIC OF VINCE GUARALDI &	<ul> <li>GEORGE WINSTON</li> </ul>
14	15	11	SONGS WITHOUT WORDS - A WINDHAM HILL C	OL. VARIOUS ARTIST
15	13	13	ON A WINTER'S NIGHT	VARIOUS ARTIST
(16)	17	18	ONCE IN A BLUE UNIVERSE	CRAIG CHAQUIC
m	22	20	NIGHTBIRD	YANN
18	38	87	SONGS FROM A SECRET GARDEN	SECRET GARDER
19	16	14	OPEN HOUSE	LORIE LINE
20	Z3	5	O'R MABINOGI LEGENOS OF THE CELTS	CEREDWEN
21	19	37	WHITE STONES	SECRET GARDEN
22	24	18	APURIMAC III-NATURE SPIRIT PRICE	0,1800
23	25	44	GYPSY PASSION NEW FLAMENCO	VARIOUS ARTISTS
(74)	RE-6	Difet	SUMMER SOLSTICE	VARIOUS ARTISTS
3	25.5	100	MASTERS OF ACOUSTIC GUITAR	VARIOUS ARTISTS

a subject to the second second second relation indicated in a subject to the first seconds have based, the RNA multiples a sets and CD "Maxima indicates why available and communication inc.

- 8, 13-15: \$1,335,871: 57,044 (six sell outs); R.A.C. Productiones/Ralph Hauser Entertainment. 5. Gloria Estefan-CoreStates
- 4. Alejandro Fernández-Audi

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# 72 IS MINUT COMMON

# Artists & Music Billboard



by Bradley Bambarger

NEW YEAR, NEW MUSIC: In the spirit of such pioneering art-house labels as ECM and Nonesuch, Largo Records has been issuing alhums of adventurous contemporary music and overlocked classics for more than a decade. One of the Cologne, Germany based label's first major productions was a deluxe set of Kurt Weill rarities, which won critical acclaim on its way to racking up substantial sales in Europe. Then, years before Decen's "Entartete Musik" series shed some limelight on Berthold Goldschmidt, Largo made the first commercial recordings devoted to the ng-neglected composer

The lahel was also ahead of the curve when it recorded the first (and still best) CD of music by com oser/author/icon Paul Bowles. And then there is Largo's unique "alternative Vienna" series along with

its other intriguing instrumental and vocal collections LARGO

The appeal of Largo's forwardminded aesthetic isn't necessarily limited to a coterie of critics and connoisseurs, though. Angel/EM Classics has brought the label under its rahric with a worldwide pressing-and-distribution deal that kicks off in the U.S. later this month, with other territories to foilow. The aim of the partnership is to ride the wave of the future.

according to Angel VP of marketing Aimee Gautreau. "What's happening in the classical indu

try today is that people are hungry for new discover ies-a new generation needs to have its own music she says. "And as a cutting-edge complement to the Instrious EMI catalog, Largo speaks to that trend absolutely."

Largo founder and president Uwe Buschkötter octs the labei in league with his London-based commonse one intent in rengize with nin ADROB-Diffed artistic director David Drew, a longtime director of Boosay & Hawkee' contemporary music department (and as such, the man who helped shepherd Gdreck?) Symphony No. 3 into the public ear). Buschkötter, who

has offices in Cologne and New York. is himself a great enthusiast of the new and different, having launched Largo as an outlet for his more intrenid interests after meet. ing great success in television dtrack production and publishing. Yet Buschkötter went to the margins of the classical repertoire not only out of enthusiasm but out of sound business sense. "When started. I realized that you could never compete with a Dautsche



Grammophon in Beethoven or Brahms-they have it all and better than you could ever do," he says. "So I sought out unique, unheard repertoire. And there is so much of this exciting music in the world. You just have to know where to look

Convinced that "svant-garde" and "accessibility' aren't mutually exclusive terms, Largo "never undertakes a recording for ideological or stylistic reasons." Drew says. "We make a record only because we have a gut-level feeling that there are other people with two ears and a heart that will share our appreciation for the music. And we don't go for a 'hmmm' response, We go for a 'wow.' "

The Large rollout will consist of new roles es and reissues; the first installment is due Jan. 27 and includes "After Scriabin," an engaging collection of (Continued on next page)

# MARY LOU LORD LANDS AT WORK WITH HER 'SHADOW

(Continued from page 2)

6

"Jeff and Jordan were some of the iast people to speak to me," she adds "They told me that they had an idea for a record company, but they didn't have a staff or an office. It was just an idea." Part of the reason Lord chose Work was because the label was brand new "I

knew, since it was new, that there wouldn't be any big executive shake-up" in which she could lose her supporters at the company, she says.

After first gaining exposure with 7-inch singles and two EPs released on indie label Kill Rock Stars, Lord admits that she was initially leery about ven turing outside the indie rock world.

"When Margaret came to see me in Olympia [Wash.] I didn't know what a publisher was," she says. "I thought anyone from a major label or a publiaber was evil.

The publishing executive eventually won Lord over by sending the singer work tapes by another young artist she had signed to a publishing deal. "She had this guy named Beck," Lord says, 'so I knew she wasn't the typical ambu lanco-chaser

After finally signing with Work, Lord pted to record her major-label debut with a band in an extended stay in the studio. "On the Kill Rock Stars stuff, I spent a day," she says. "This time, we pent a couple of months in the studio."

However, Lord stayed true to her indic roots by enlisting as producers Bong Load Records principals Tom Rothrock and Rob Schnapf, known for Beck's "Mellow Gold."

Aside from Saloman, who also played guitar on the album. Lord called on some noted musicians to lend a hand

including drummers Josh Freese and William Goldsmith, keyboardist Money Mark, multi-instrumentalist Jon Brion, and guitarists Ethan Johns and Nels Cline, Also, Shawn Colvin contributes backing vocals to "Subway," while Roger McGuinn lends his trademark 12-string to "Lights Are Changing.

Executives at Work are convinced that the general public will also be won over by the singer/songwriter's charm when it issues "Lights Are Changing to triple-A and modern rock radio the week of the album's relea

Modern rock WFNX in Lord's hometown of Boston already has a history with the song, which was written by the Saloman. WFNX played an early recording of the song, which was fea-tured on Lord's eponymous 1996 EP "It's a great song," says WFNX music director Laurie Gail. "We played it in regular rotation."

Modern rock WBCN Boston has also rogrammed some of Lord's indie sides. Jusie director Carter Alan says that he's looking forward to hearing what ord has done on her major-label debut. "All of her other releases have been her and her guitar," he says. "It will be ing to see what happened in the studio with production."

Lord makes no apologies for going the full-band route. "I had the opportunity to make a big record with a band and I took it," she says. "I think these sones work better in a hand context.

were as a nod to her indic records, Lord opted to include the old Elin-abeth Cotten song "Shake Sagaree" on the album. "Since the rest of the record is real band-oriented, we wanted to give it a little bit of balance. That song tips the hat to the solo acoustic thing." The inclusion of the acoustic number

along with the full-band secompariment makes the album "a brilliant debut," says Harris. "It honors where she came from, but it doern't limit where she can go,"

For Work, it was important to get an early start on the Lord project. "We put her on the road in the fall in her best markets in conjunction with our college reps and progressive marketing m agers," explains Work senior VP of eting Diarmuid Quinn.

The label also issued a promotional-only four-song EP, "Mind The Gap," to college radio in mid-November "to bridge the gap" between her indie releases and her Work debut. Also, the label will insue the full album to college dio two weeks before it hits stores.

Lord, who is booked by the William Morris Agency and managed by David Meinert at Curtis Management, is rehearsing a band, which will go on a fulltour from mid-February to April

For Lord, working with the major label machine hasn't been a problem, as long as her input is heard. "I've been telling them that the busicing thing is very important to me," she says. -34 why change it?"

The singerisongwriter doesn't feel that playing for tips in the subway will cut into her drawing power at her prop-er live dates. "Usually people are or their way somewhere, so it's not like they can stay, so I let people know where I'm playing [in a club You have to have a have smach MTV thing if anyone is really going to give a crap or know who you are.

	_		TOP CLASSICAL	ALBUMS
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Ð	,	6	ANDREA BOCELLI PRUPS STRIP CO DE EGITE SEL	VAGGIO ITALIANO
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3	7	7	YO-YO MA SOMY CLASSICAL 63122 (30.56 EQ.16.58) FO	AZZOLLA: THE SOUL OF THE TANGO
4	5	13	LUCIANO PRANKOTTI PALAROTTI'S GI LONDON 450000 (19:50 D9/31 MC	LEATEST HITS-THE ULTIMATE COLLECTION
6	7	15	CECILIA FARTOLISAMES LEVINE	AN ITALIAN SONGBOOK
6	7	5	AMORIE RIEU PHILITS 453130 (10.94 00/11.94)	THE CHRISTMAS I LOVE
6	5	50	ANDRE RIEU PHILIPS 528701 CO.34 EDO - MIL	THE VIENNA I LOVE
8	5	1	CEDILIA BARTOLIJANDIJEA BOCELLI 50.457355-10.58.E3/16.180	A HYMN FOR THE WORLD
8	5	13	VANESSA MAE ANGEL 56483 (10.16/15.98)	CLASSICAL ALBUM 2: CHINA GIRL
10	13	a	NAMEYER O'COMINOR SONY CLASSICAL DATE (10.56 EDG) 500	APPALACHIA WALTZ
10	12	5	ROPERT SHAW CHAMBER SINGERS	ANGELS ON HIGH
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# TOP CLASSICAL CROSSOVER ...

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3	5	57	SOUNDTRACK	SHINE
8	5	17	OTTMAR LIEDERT	LEANING INTO THE NIGHT
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6	5	22	JOHN WILLIAMS/TZHAK PERLMAN	CINEMA SERENADE
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# Artists & Music

#### CHUCK LOEB (Continued from page 8)

cial. "Playing, be it in-store or onstage, in valuable," says Martin. "What you hear on smooth jazz radio stations is really not indicative of what's going on live. The shows have more energy and edge than the records do. I don't mean Chuck specifically, but in general the whole format is toped down for prooming purposes.

"Younger people who work on Shanachie's alternative rock acts and ska acts came out to see Chuck at [New York nightelub] S.O.B.'s a few weeks ago. They couldn't believe how hip he was. All of a sudden there was this credibility with a younger crowd." Mainieri concurs. He played with

oeb in Steps Ahead during the mid-'80s. "As a guitarist he knows the ianguage, and he can really stretch," says Mainieri, "I have some great live tapes of Chuck, Eddie Gomez, Peter Erskine, Michael Brecker, and I. We had a little 'out' period where we played some free pieces for a while. Chuck can hold his own with envbody

Shanachie is working to have Lock at several radio station-ano events in the first quarter. On the marketing side, Shanachie will try to get as many retail listening booths as possible. Chris Oshorne, jazz department manager for the Lin Center Tower Records store in New York knows firsthand shout the effectiveness of that tool

"I put 'The Music Inside' in a lis tening station and did well with it. she says. "I'm very involved in floor work, and it stays in my mind when I see things physically removed from their spots. I watch the racks and see how things are depleting from the shelf. That actually makes you more aware of a title's impact than simply looking at monthly computer ers.

Shanachie also plans to take dvantage of a global market with the dise, focusing for the first time on Europ an distribution. "The fact that he spends part of the summer in Spain with his wife Carmen Cuesta. that market a bit." says Martin. Last time we got a little awareness of him out there. Now we need to expand the campaign from national to international." The set will be distributed by Koeb in the U.S.; King Records in Japan; Lipstick Records in Germany, Austria, and Switzerland: Enfasis in Spain: and Shanachie in the U.K.

The record's art reflects the grace that's essential to the music. deswise, it's reminiscent of the Edie Briekell package from a couple of years ago," says KOAI's Fischer. "Visually the record is packaged extremely well. It's simple and ele I think those words also gant. seribe Chuck's sound as a guitarist. You can hear the heart and soul that went into this project. He's not trying to nawn something off on his listen ers. These are very strong tunes.

"Shine On," which is dedicated to alling associate George Jinda, is "very passionate," says Fischer. He also believes the cover of "Don't Let Me Be Loneix Tonight" to be "sultry and meamerizing. It will sound great at night." Loeb's publishing is ban-dled by Caestaloeh/ASCAP.

Fischer believes that all these eiements, plus the equity the guitarist huilt with previous efforts, will provide "The Moon, The Stars, And The Setting Sun" with considerable rewards

"This time out, I think it's not only going to be radio on his side, but consumers, too," Fischer says. "His identity is going to get a big boost."

#### STELLAR AWARDS (Continued from page 8)

Dec. 18 at Nashville's Grand Ole Opra

The show was punctuated with per formances from M.C. Hammer, tap star Savion Glover of Broadway's Bring in 'Da Noise, Bring in 'Da unk," William Becton & Friends, Funk. Shirley Caesar, the Williams Broth ers, the Kurt Carr Singers, and God's Property. Presenters included Richard Roundtree, "Eve's Bayou" costar Debbie Morgan, "3rd Rock From The Sun's" Simhi Khali, and comedion Innethen Slowmh

Awards are voted on by industry prossionals, including radio sanou executives retailers and artists A complete list of winners follows.

Artist of the year: God's Property From Kirk Franklin's Nu Nation

- Song of the year: "Stomp," Kirk in, songwriter/producer Frank
- Male vocalist of the year: Donnie MeClurkin
- Female vocalist of the year: Shiriev Caesar
- Group/dun nf the year: the Canton

New artist of the year: God's roperty From Kirk Franklin's Nu

Album of the year: "God's Prop-

Chnir of the year; God's Property From Kirk Franklin's Nu Nation.

Producer of the year: Kirk Frankiin, Kevin Bond, Buster and Shavoni, "God's Property. Contemporary group/duo of the

- year: the Kurt Carr Singers Traditional graup/dun: the Can-
- ten Spirituals Contemporary male vocalist:
- Donnie McClurkie Traditional male vocalist: Carl-
- ton Pearson. Contemporary female vocalist: Heien Baylor
- Traditional female vocalist: Shir-
- Contemporary album: "God's
- Traditional album: "A Miracle In Harlem," Shirley Caesar.
- Urban gnspel performance: Stomp," God's Property.
- usle video: "Stomn." God's Prop-
- Traditional chair: The Rev. Milton Brunson's Thompson Community
- Contemporary chair: God's Pro erty From Kirk Franklin's Nu Nation.
- Instrumental performance: "Real Meaning Of Christmas," Ben
- Special CD event: "Verity Records Live At The Apoilo," various artists.
- Rap hlp-hop performance: God's Property, Kirk Franklin, A-1 Swift.

**KEEPING SCORE** nued from preceding page)

leces by early-20th-century Russ an-Jawish composer Alexander Krein, and "The Triumph Of Beauty And Deceit," a "television opera" by Irishman Gerald Barry, Those fresh tities are joined hy the rerelease of the thres great Goldschmidt chamber music discs (including all his string quartets, played by the Mandelring Quar-tet), as well as an alhum by the wonderful Clementi-Trio that teams biano trios by Shostakovich and Niknlay Roslavets with a pair by Milhaud and Germaine Tailleferre.

The second Largo installment is due in mid-February, with new titles Kurt Schwertsik ("House & Court ) and British nainter/com Musie poser Tam Phillips ("Six Of Hearts"). The reissues feature Schwertsik's lieder collection "Für Christa"; Schwertsik's fellow siter-native Vlennese composen/conduc-tor/performer H K Gruber's Woven From The Scent Of Shadows," including his Violin Conterto; expatriate American John McGuire's "48," a gameian-like set of variations for two planos; and "Four Walls," an album of early, surprisingly expressive pieces for plano and soprano by John Cage.

Future months will bring a sterling batch of reissnes, including the Weill collection, "Berlin Lit Up," and the Bawles album, "Migrations." Sets of rare material hy Alberta Ginastera, Roberto Ger-hard, and Igor Markevitch are also due. New projects in the pipeline include a second Bowles album and ises spotlighting American repertoire and performers.

Ads in such key publications as Gramophone and BBC Music are scheduled on hehalf of the first Largo releases, and the word is out on the internet via www.iargorecords.com. Moreover, the indefatigable Buschkötter has already crossed the U.S. to personally introduce his label's wares to EM1 Music Distribution exces and prime retailers, demonstrating his enlightened attitude: "This business should be personal; music is not machine parts."

THIS IS MY FIRST Keeping Score since assuming the column from the estimable Heidi Waleson, who continnes as a Billhoard contributor I can be reached at 1515 Broadway, New York, N.Y. 10086; 212-536-5028 can also be reached via E-mail at bbambarger@billboard.com.

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**JANUARY 10, 199** 

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# Songwriters & Publishers

# **Hitco Music Expands Its Roster**

# Writer, Artist Signings Position Company For Growth

### BY IDVI ICHTMAN

NEW YORK-A year ago, Hiteo Music admittedly had some good credentials as a start-up music publisher; now it's got the goods.

The Atlanta-based company, formed as a joint venture between produ writer L.A. Reid, co-president of La Face Records, and Los Angeles-based Windswept Pacific, has signed a number of important writer or writer/artist

Among them is Gordon Chambers, formerly with Warner/Chappell, who has written hits for Anita Baker, SWV, and Ayron Neville as well as 1995's Grammy-nominated "If You Love Ma" by yocal trio

Brownstone Other key signings are Orga-nized Noize, the producing duo, and songwriter Tony Rich, who won a 1997 Gram-

my for best R&B

album and had an R&B hit, "Nobody Knows," that went to No. I on the country chart in Bryan White's version. Hitco's signings in its first year have also included hitmakers OutKnut.

We're set up for long-term growth." says Reid. "I believe in mainstream music. Country music, for instance, is a driving force overall, and I'd like to expand my presence there, in addition to the R&B and pop sounds I'm used to dealing with

Hitco GM Laronda Sutton admits that Hitco won't show a profit in its first year because of its investments in filling up its writer stable, but based on the amount of song placements, she predicts "we'll definitely have a big payoff in 1998. We've got a huge amount of releases coming up

In the coming months, the administrative and physical growth of Hitcoa BMI company with an ASCAP affiliate, Hitco South-will reflect the company's growing catalog of writers. In either Atlanta or Los Angeles, a person will be named to liaise with the film and TV community, and a full-time copyright administrator will be hired. Right new, there is a staff of four, including Reid and Sutton. Her associates include Shakir Stewart, creative director, who was

recruited from Noontime Music in Atlanta, and Car-dellia Johnson, creative assistant, who has been doing some of the copyright adminintrotion Also of note see

plans for Hitco to move into its own complex in an Atlanta industrial park where there are several recording atudios. Located about 20 minutes by car from LaFace's own HQ, the new facili ty will have its own 24- and 48-track studio as well as writer rooms. A reloeation there in May or June is likely

A most unusual creative move inplanned to take place at the end of this month, when several Hitco writers and producers will take up temporary res idence in London to work with their R&B counterparts there. This concept stems from a recent visit to London by Sutton and Stewart. There they met with writers and record producers and most of the R&B music chiefs of labels. and management companies.

"They're looking to come up with a "They're tooking to came up with a credible U.S. sound," says Sutton, whose publishing background includes stints with Chrysalis Music and EMI Music. "It's hard to get kids here to accept English urban music; in fact, the turn, these collaborations will give us exposure outside of the U.S.

Sutton's trip also brought home to her a basic difference in U.S. and Englisb R&B: "The U.K. is a very songdriven market, unlike the U.S., where it's production oriented."

Sutton says she is working ont an itinerary there for her writers, who are likely to include Organized Noise, Gor-(Continued on page 75)

# MCA Music's Latin Dep't Forms New Associations

NEW YORK-MCA Music's Latin department, formed a year ago, has bolstered its stake in that phase of the publishing scene with new associations.

The company has completed a cata g purchase/joint-venture agreement. with Argentinian concert promoter/ music publisher Daniel Grinbank, buy ing 50% of his publishing wing Rock and Pop and making a deal for new equisitions. Grinbank's more than 1,500-song catalog includes material from Argentine artists like Los Fabu-losos Cadillacs, Charlie Garcia, Man Ray, and Zimbalawe.

In another move, a worldwide copublishing and joint-venture arrangement has been worked out with Latin/pop producen/songwriter K.C. Porter and his Insignia Music, previously associated with Famous Ma Porter, who is having success in Europe with his work on the last album by Latin crossover artist Ricky Martin, is working on a follow-up album as well as a number of other projects being developed in tandem with MCA. All future song acquisitions will be part of an MCA/Insignia joint venture

Recently, MCA Music's Latin deartment, under the direction of VP of Latin music Ivan F. Alavarez, created an alliance with newly formed Surco. the joint-venture company started with Argentinian rock en emailed producer Gastavo Santaolalla, Surco's first signing, Molotov, is being released through a joint venture with MCA Music sister label Universal Music.

INVINUTIAN



"THE NOTE" Written by Buck Moore and Michele Ray Published by Sixteen Stars Music/Walter Haynes Music

Sometimes a song can be recorded namerous times before someon finally has a hit with it. Such is the case with "The Note." This issue, Daryte Singletary is at No.

35 on Hot Country Singles & Trucks with the song, which has been recorded on albums by Conway Twitty, Gene Watson, Doug Supernaus, and Tammy Wynette. When Daryle Singletary first heard "The Note," be was unaware that the song had such a long and impressive history of artist inter pretations, having been cut by several of country music's top stylists. Singletery first beard the song when

his base player said his wife's girlfriend had written a song be should hear. Though skeptical, he heard it and liked the tune

Unbeknownst to him, a song plugger had pitched the song to his producer Doug Johnson, who was also struck by the tune. "When we cut the song, the play-

ere really, really com ry," Singletary says, "and when you can get session players who play on everybody's records in town start suying things like that, it real-

note was short, but oh so strong.' That just sets the whole song up. I just feel fortunate that Conway Twitty, Gene Watson, Doug

Supernaw, and Tammy Wynette didn't release it as a single. It's a great song, and it's really done well for us."

# NO.1 SONG CREDITS

CANELE IN THE WIND 1997 SOMETHING ASOUT THE WAY YOU LOOK TOWBUT - Ether John Bernie Tugen - Songs Of Folgram Int (1990, William A, Dong Trib, Warner Tumertana TBNL William A, Dong Trib, Warner Tumertana TBNL

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HOT BAB SINGLES MY BODY - Daniel Allamity, Lincoln Browder, Antonia R ion · Tori RebUASCAP, 2000

HOT RAP SINGLES IT'S ALL ABOUT THE BENJAMENEMEN AROXID THE WORLD - 8, Jacoba, J. Philips, D. Snyles, Chromosyne Walson, S. Josen, Ran "Putty Tomas, Dark Rogewise, David Rowin-Shaet Laurinen/ASCAP, Benery XSCAP, Big Popon, XSCAP, TMI April XSCAP, Windwarldel, Care Carabot MicCaP.

HOT LATIN TRACKS

# **R&B Task Force Follows Up:** Music Sales Lands 4 Catalogs

MORE ON 'AFRAC': A task force representing the broadcasting, songwriter, music publishing, and legal segments of R&B held its second meeting Dec. 8 to explore the validity of forming AFRAC (African-American Authors and Com posers), a performance right group specializing in R&B (Billboard Balletin, Nov. 13, 1997). While no formal action was taken, a source says the concept did go "to the next level" in that the group explored new technologies that could be employed to document broadcast performances. "We also tried to noke bales into the theory of AFRAC, if it can hold up and operate with a level and expertise sonzwriters have a right to expect." the source says.

The meeting, which lasted two

bours, was held at the Schomburg Center for Rein Black Culture in New York's Harlem, the site of the No vember ga-

thering, when the task force was formed. As of press time, no date had been set for another gathering.

M USIC SALES BUYS: Music Sales Corp., the independent pub lisher/print company, has acquired interests in four publishing cate-logs, including Stack on Music, AVI Music, Frederick Music, and Avensic, Frederick Music, and Aurora Film Partners, reports New York-based company president Barrie Edwards. He says Music Sales has acquired a "substantial interest" in Stock on Music and all of the interest in AVI Music it did not previously control.

Stuck on Music features such key copyrights as Leon Russell's songs, George Benson's "This Masquerade," Joe Cocker's "Delta Lady" and "Hello Little Friend," the Carpenters' "Superstar," and B.B. King's "Hummingbird."

Among AVI's copyrights are Soft Cell's "Tainted Love" and Janis Joplin's "A Woman Left Lonely," along with hits recorded by Slim Harpo, the Rolling Stones, and Elvis Presley. Fred-erick Music bas a number of blues

favorites, including "Night Train," Howlin' Wolf's "Do The Do" and "Five Long Years," Canned Heat's "On The Road Again," and the All-man Brothers" "Yon Don't Love Me

A feature of the Aurora Film Partners catalog is material from the cult rock'n'roll film "Eddie And The Cruisers," including "On The Dark Side" by John Cafferty & the Beaver Brown Band. In another Music Sales develop-

ment, it is offering a catelog sampler covering eight decades of its. major copyrights over a span of I4 CDs. The CDs. containing more than 300 songs in full-length recordings, are color-coded for easier reference by year and genre-Also included is a master clearance contact listing. Featured artists include Eric



Clapton, Ce-line Dion, Tupac Shakur, Frank Sinatra, Earth, Wind & Fire, B.R. Sing, Em-erson, Lake Palmer. Duke Elling-

ton, and Louis Armstrong, among others

PETTY SUBPUB DEALS: BMG Music Publishing has obtained sub publishing rights in Australia and ew Zealand for Tom Petty's pub lishing catalogs, representing his sole compositions and material penned for his work with the Heartbreakers and the Traveling Wilburys. His songs are published via bis Gone Gator Music, Tom Patty Music and Jane Ann Music The deal for the two territories was announced by Mitchell Rubin managing director of BMG Music Publishing Australia.

PRINT ON PRINT: The following are the best-selling folios from Music Sales Corp.: 1. ACDC, "Bonfire."

- 2. Paul Simon, "Songs From The
- Capeman." 3. Bob Dylan, "Time Out Of Mind."
- "Dylan's Greatest Hits Complete."
   Tom Waits, "Beautiful Maladies."



# Studio Action

# The Knit Expands Studio Role

# N.Y. Venue Acquires Mark Kramer's Gear, Services

## BY PAUL VERNA

NEW YORK—With the purchase of approximately \$200,000 worth of vintage gear from producer/mailclan Mark Kramer's Domarcest, N.J., studio and an expansion of its own facility, downtown live-manic haunt the Knitting Phetory is steping up its role as one of the eity's most innovative and prolific recording environments.

non-series and the series of t

Krimer ayn the major pieces of equipment be sold to the Knittler Pactory are his Tridess 80-9 Honoke, customized 600 y JB-42 Ja-60 malitznek, MCI JH110B had Jack analymastering deck, Rospitae III reverb suit, and Hammond B-3 chards organ. In addition, ink Knittling Factory acquired mont of which incides A BG147s and 63-10, Neumann KM-454, and Various ElectroVoles, Shure, and Sennheise er modela.

Frinders, "Prior to moving down to the Knitting Factory, all of this gear was housed in any home studio in Demarest, where I recorded most of my best work, including Urge Overkill's "Girl, Yoo'll Be A Woman Soon" for the 'Pulp Fiction' soundtrack."

The Knitting Factory studie now occepties approximately half of the basement of the Lower East Side complex, taking over space that was once used for offices and storage. Furthermore, a new performance space dubbed "the Old Office" was created downstairs adjacent to the control room, facilitating live and studio recording projects at the Knitting Factory, which is world renowned as a haven for avantgarde rock and jazz and other cutting-edge types of music and performance.

Club owner Michael Dorf asy, "We'we moved our office space (from the club's premises on Leonard Streed to Work Street, where we bave 5,000 egnare feet of space. We've also moved our storage space from the downstairs area of the whole our fourth performance space and will be used more often as a recording space because of the proximity to the costrol room."

Deri adda that a former videoediting suite adjacent to the control room will now become a vocal overdub boota, and the control room accommodate Kramer's equipment. Far Ubermore, another room in the basement has been converted into a video-editing another room in the space will become a mastering studio.

"Essentially, we're combining two studios," explains Dorf. "Our limited studio, which before was 24-track digital, we're now supporting with 24-track analog with a 2-anch Sony machine plus a half-incb machine and lota of EQs and ontboard gear." Dorf adda, "The Trident board

Dorf adds, "The Trident board has a very warm sound. 'Dark Side Of The Moon' was recorded on it, so it also has quite a bistory. And another great thing is we're getting a lot of vintage mikes."

Doef says the mastering room will not "compete with Bob Ludwig" but will be fully outfitted to handle inbonse and outside album projects.

The Kaltting Factory-which moved to its current location in Nevember 1994 from a much smaller spot on nearby Houston Streetls a multi-purpose club/recording studio with four performance spaces all wired to the downstairs control room for live recording to either 2-track, 8-track, 16-track, or 24-track media, according to Dorf. Besides offering bigb-quality live recording services to its performers, the Kniting Factory functions as a full-fledged studio daring the day, with any of the four performance areas used as tracking room.

<sup>100</sup>Term analy being used quitle efficiency right novel as out to at the tatidis. "The word is out that not only can you perform have be type or the second of the second sec

Dorf estimates that 30% of the Knitting Factory Works' releases re from live recordings made at the club, and another 40% are from studio essions tracked at the facility. Dorf figures that the remaining 30% of the label's work, currently being done outside, will increasingly come under the Knitting Facto-



Masters At Work. Ani DiFranco mastered her upcoming Rightsous Babe Records siteum, "Little Plastic Candis," at Bernie Grundman Mastering (BGM) in Los Angeles. Shown with DiFranco at the session are BGM mastering engineer Chris Betmas, Jult, and DiFranco's engineer, Andrew Gichrist.

#### ry's roof with the new upgrade

Dorf adds that the club's ability to instantly download a live recording and sell it on the Internet makes it Increasingly attractive to live clienta. "A band performs, we put it on the hard drive immediately, and we can sell it over the Net with Liquid Audio," be says. "That recording never becomes an atom; it's only a digit."

For Kramer, the Knitting Facto-

ry deal represents the culmination of bis lifelong dream to focus on the creative part of record-making and leave the business management to others.

"Id always felt that the Knitting Factory would be a fine place for me to continue my work both as a prodacer and a label owner, so the combination of moving my studio and Shimmy-Disc down there was very appealing to me," he says.

E	ROD				
	BILLI	BOARD'S NO. 1 SI	NGLES (JANUAR	Y 3, 1996)	
EGORY	HOT 100	R&B	COUNTRY	RAP	MAINSTREAM
*	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1937 Efter John/Chris Themae (Rocket/ALW)	A SONG FOR MANA BOYZ II MEN Babyface (Holown)	LONONECK BOTTLE Garth Brooks A. Raynaids (Capitol Rastwille)	IT'S ALL ABOUT THE BEN- JAMINS (POCK REMELY BEEN AROUND THE WORLD Putt Dacky & The Family Sean "Puthy" Combs, Denic "D-det" Angelette (Bad Boy Ansta)	TDUCH, PEEL, I STAND Days of the New Scott List (Cutpost/Scollen)
IDING	TOWNHOUSE STUDIOS	CHICAGO RECORDING CO.	JACK'S TRACKS	DADOY'S HOUSE ROOM	WOODLAND ST



Robertsen Makes Centect: Robbie Robertson has just comprised work on his upcoming Capital Records alzun. "Contact From The Underword R Held Boy," at Wilage Recordsr in Los Angeles, Produced by Howie B, and Marius Divities, the abbum is due in March. Shown at the study, forwalit, are Robertson, Nouh Genth, daughter of Capitol Records president/CEO Gary Genth; Genth; Howie B, and Maruu DeVries.

Artist' Producer (Label)	Some THING ABOUT THE WAY YOU LOOK TONKONT/CANDLE IN THE WIND 1997 Elice John/Chris Thereas (Rocket/ALM)	A SONG FOR MANA BOYZ II MEN Babylace (Motown)	Conth Brooks A. Reynolds (Capitol Nashville)	JAMPS (POCK RUNK) BEENAKCUND THE WORLD Puff Daskly & The Family Sean "Puffly" Centes, Denic "D-det" Angelette (Bed Boy Krista)	STAND
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RECORDING CONSOLE(\$)	SSL 4072G+ wUltimation	information not available at press time	Quad Eight Coronado	Neve Vit60/Protools	Neve 8068' Sony MPX 3000
RECORDER(S)	Sony 3348 digital	éa	Otari MTR 100	Studer ABOD IN Protocis	Otari MTR 100A Studer A827
MASTER TAPE	BASE 931	n's	Ampex 499	Ampex 499	Arapex 499
MD: DOWN STUDIO(S) Engineer(s)	TOWNHOUSE STUDIOS (Landor, Ergland, U.K.) Pete Lewis	BRANDOW'S WAY RECORDING (Les Angeles, CA) Jon Gass	JACK'S TRACKS (Nashville, TN) Mark Niller	ELECTRIC LADY DADDY'S HOUSE (New York, NT) Michail Batiany Tany Neuroli	AXIS (New York, NY) Bill Klast
CONSOLE(S)	SSL 4072G+ wUltimation	information not available at press time	Quad Eight Coronado	SSL 9000/Neve VR6D	SSL E/G
RECORDER(S)	Sony 3348 digital	60	Osari MTR 100	Sony 3348/ Studer ABOD III	Studer AE20
MASTER TAPE	CAJ .	44	Ampex 499	Ampex 499	Apogee DAT/Ampox 499
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CDICASSETTE MANUFACTURER	PCO-HTM	PDO-HIM	ENGLID	BNG	WEA

© 1558, Bribeard/BPI Communications, Hot 100, R&B & Country appear in this feeture each time, Mainstream Rock, Modern Rock, Rap, Adult Contemporary, Cub Pier, and Dance Sales rolate events.



# French Gov't Embraces Music Culture Minister Wants Issues, Problems Studied

This story was prepared by Emmanuel Legrand, editor in chief of Mostic & Media

RENNES, France-French Minister of Culture Catherine Trautmann is to create a new commission to review the problems faced by the music communits

According to Trautmann, the establishment of the body marks "a recognition by the state of today's music and echoes the situation in the U.K. where the new Labour administration



has set up a task force to deal with musle industry matters (Billboard, July 263

The 40-member "national comm sion on today's musics" will cover a wide range of topics, from record retail prices and the status of DJs to how to provide exposure for new acta-

"This commission will have an important task," says Trautmann. Tm expecting those qualified experts to come up with solutions to some of the problems faced by the music community in fields as diverse as the record business, television, or live music,"

Trautmann says her government's olicies concerning the music industry "will be inspired by the commission." She expects a first report and proposals during the first quarter of this year, which will allow her to draft

a policy for the second half of 1998 And I'll discuss with my colleague in charge of the budget the possible evolation in a positive way of the funds allocated to today's music," the minister says.

Trautmann has asked Alex Duthil. currently director of musicisns training school Studio des Variétés. to "make contacts [with experts] in order to set up the commission " In order to not duplicate existing organizations the commission members will be chosen for their professionalism and their experience and not as representatives of trade groups or unions, says a source at the Ministry of Culture. "If the commission wants to know what are the positions of the different organizations, they can ask them," says the source

The establishment of the commission is viewed by the music industry as an important first step by France's new socialist government. Before this move, music had not featured on Trautmann's public agenda since she took office after the June

"Not bad for a start, considering that they started thinking about it three weeks ago," says a record com-nany executive. "Bat that still doesn't say where the music industry fits into the nicture of that new government

is view is echoed by Hervé Rony, GM of record company body SNEP who says that since the election of the new government, there has not been "a recognition of the industry by the minister of culture." Rony says that SNEP is still awaiting a meeting with Trustmann to discuss the industry's priorities.

"We have the feeling that the com-

mercial aspect of music is not a priority for them," says Rony, who never-theless credits Trautmann for having set up the commission. But Rony admits that "it is bard to judge the outcome of this commission at this stage

"It is a good way of doing things in principle," says Bony, "but we've had three different ministers during the past five years, and each one has started a 'review of the situation.' The analysis of the situation has been done countless times. There is no need to do it another time if it is not followed by a real policy.

"We are not against the principle, providing it ends up with concrete action which serves the interests of the industry.



'Candia's' First Check. The first proceeds from Elton John's 'Candle in The Wind 1997" have been handed over to the Diana, Princess of Wales Mem Fund. Pictured with the check for 20 million pounds (\$32 million), from left, are fund trustees Lady Sarah McCorquodale and Anthony Julius; Gordon Brown, the U.K.'s Chancellor of the Exchequer and chairman of the memorial committee, John; and PolyGram U.K. chairmen/CEO John Kennedy.

# **Danish Indie Lodges Chart Complaint** Saus Lists Favor Major Labels & Acts, Supermarket Sales

BY CHARLES FERRO

COPENHAGEN-The official Danish charts are being accused of favoring major labels and artists and of being too heavily weighted toward music sold through supermarkets.

Copenhagen-based indie Scandinavian Records has complained to the International Federation of the Phonographic Industry (IFPI) about the top 20 singles and album charts here, which are compiled for IFPI Denmark by market research company AC Nielson AIM in conjunction with public broadcaster Danmarks Radio, tabloid newspaper Ekstra Bladet, and music magazine Mix.

Scandinavian's complaint was surred by the chart performance of "It's My Life," an album by its dance act Sash! "It was ignored the first week after release," says Scandinavian Records managing director Eivin Schytte. "Then it went to No. I2 with sales of 2,000 units, but the next week it dropped to No. 20 despite the fact that 8,000 units were sold-that's four times as any as the previous week." The weekly top 20 singles and

album charts are based solely on retail sales figures, compiled from data submitted by supermarket chain Fotex, the consumer electron les chain Merlin, the TP chain of music stores, and 40 smaller record shops. However, earlier this year leading

music chain Fons and its MM outlets withdrew from the chart.

Sava Schytte, "I would like to see the chart based more on real music stores. We can't live with all the upilation albums [on the chart]. which are typically sold in super markets. Small companies like ours bring new music into Denmark. The correct chart contains collections by James Last, Richard Clayderman, Abba, and Kenny Rogers.

Class Cornelius, business affairs manager at indie labels' group Mega Records, says, "Supermarket sales are not identical to the repertoire that rells in other music stores. People have been complaining for a long time. The chart would be better if all [retail] outlets contributed."

He adds, "We've learned to live with a chart that isn't perfect, and you take it as it comes, but the chart is certainly more friendly towards the majors and the big-name acts."

However, Niels Knudsen, director of chart compiler AC Nielsen AIM, counters, "The chart gives a fair picture of the market, but it would of

"We show the [sales] performances of certain types of releases -albums sold above a certain price as opposed to the budget album sold in petrol stations and the like." be add

IFPI Denmark legal adviser Niels Anderson says, "We are currently working, and bave been for some months, to improve the chart. The negotistions [with other retailers] will continue, and we hope to be able to provide a broader picture

# Singapore Labels Concerned About Price War

#### BY PHILIP CHEAH

SINGAPORE-Record companies here are alarmed that the price was that developed throughout the last quarter of 1997 meant that CDs in the pre-Christmas period were sold at an all-time low.

New releases were retailing for an little as 13.99 Singapore dollars (\$8.74) in several medium-sized outlets with a market average of 16.99 Singapore dollars (\$10.61). Normal retail price for front-line CDs is 20 Singapore dollars (\$12.50).

The battle lines in the price was are drawn most clearly between the egastores and the local retailers. The introduction of international store brands to the market-HMV has one store here and Tower has just opened its second outlet-has led domestic operators to feel their

omer base is under attack. In addition, the regional financial crisis has hit hard the buying power of Singapore consumers and tourists.

# 'This present war will benefit only the consumers'

Labels are viewing the price war with concern. Peter Lau, chairman of the Singapore Phonogram and Videogram Assn. and managing director of EMI here, says record companies had hoped prices had sta-bilized around 18.99 Singapore dollars (\$11.86). "But before long, shops started undercutting each other " he says "This present war will benefit

only the consumers. Like the currency crisis, prices will just go down, and it will be a long time before it stabilizes," Lau says.

The currency crisis is compound ing the problem by effectively lowering the price of parallel imports. "It's now cheaper to source from Malaysia or Indonesia," says Stuart Freser HMV's regional operations smaller retailers are doing that. Singapore is new becoming a place to dump chean roods.

"Small stores are thinking shortterm, because in the long term, they are devaluing the product with such prices," he adds

Says a Warner Music spokesman "It's a vicious, evolutionary cycle. The local stores slash prices because they aren't hanny with the shrinking pie. In response, the

chain stores start slashing their prices, so in the end no one wins, because how are you going to pay the rent?"

The one area of music holding its price is back estalog, where CDs are still priced at 19.99 Singapore dollars (\$12.49) and upward

"I don't see it as a price war," says Dave Boo, owner of the Sembawanz Music indie chain. "It's more like a clearance. If I get stuck with Depecte Mode, I don't mind letting it go at below [\$6.25]. Besides, the number of titles that are being par-allel-imported from Southeast Asia are only selected ones, because the rinting standards of the CD sleeves don't mateb up to the ones here.'

However, one industry observer notes, "If so many front-line items are priced so low, who is going to buy your back catalog?"

# International

# **U.K. Label A Hit On World Circuit**

#### BY NIGEL WILLIAMSON

LONDON-U.K. independent label World Circuit Records is becoming the tonst of the world music business with a release

slate that wins

plaudits even from

Run hy direc-

tor Nick Gold and

three others from

an attic office in

central London.

World Circuit

says that since

mid-June, it has

ts competitors.



notched up more than 350,000 European sales of "Buena Vista Social Club, " recorded last year in Havana hy Ry Cooder and a group of veteran Cuban musi-

A top 20 meant



s to modern non sensibilities. The alhum was released in North America on Nonesuch in October. David Rither, the U.S. label's senior

maarja, -first in line-

VP says, "The early sales figures look fantastic. There's no doubt it's ing to be a big album for us, just like it has been in Europe. album entered Billhoard's Top World Music Alhums chart at No. 2; it was kept from the top alot only hy the Gipsy Kings.

World Circuit's other successes this year include "Introducing Ruben Gonzalez," the critically acclaimed dehut solo album by the 78-year-old Cuhan pianist. The album, produced hy Gold in Havana, has sold 60,000

Billboard is bolstering its coverage

in-depth and authoritative coverage of

Sweden, Norway, Denmark, Finland,

White says, "The Nordic countries have

long been a priority for Billboard. The

appointment of a man as experienced

as Kai is a measure of the significance

asiness and in business journalism

International editor in chief Adam

**Billboard Opens Nordic Bureau** 

Will Be Headed By Former Label Exec Lofthus

units in Europe, while a third Caban alhum recorded at the same time, Todo Cuha La Gusta" hy the Afro-Cuhan All Stars, has sold 75,660. Both are now available in the U.S. and Canada on Nonesuch.

galese singer whose debut alhum was released on World Circuit in late 1996, was voted best new African artist at the KORA All Africa Music Awards, beld last Octoher in Sun City, South Africa (Billhoard, Oct.

pean market becomes more of a com-

mercial reality, and as pan-Nordie

issues take on more significance, this

new bureau will ensure Bilboard stays

abrasst of all creas, horder and region,

Lofthus will work closely with Bill-

board's other Nordie correspondents,

Charles Ferro in Denmark and Antti

Isokangas in Finland, along with a new

Swedish correspondent to be appoint-

1528, Moss, Norway. Telephone: 47 93

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Estonian artist Maarja [mar-ya] is soon availabl single and album on Geffen Records. Check out new details on: www.maarja.com



BILLBOARD JANUARY 10, 1996

cians achievement for an album of ethdesnite Cond.

of the important Scandinavian market with the creation of a Nordic bureau. in the Nether-Headed hy former Scandinavian lands for licensee Records Norway executive and long-Munich, "Social Cluh" is an standing Billboard Norwegian correspondent Kai R. Lofthus, the new bureau will enhance Billboard's already

#### U.K. LABEL A HIT ON WORLD CIRCUIT (Continued from preceding page)

25). Lo's debut album, "Ne La Tbiass," bas notched up 30,000 Enropean sales and recently been released by Nonewach. Another World Circuit signing, the

Another World Circuit rigging, the Cohan son band Sierra Massira, led Dy arranger/composer Juan d'Mar-Tabara, "Not. In the U.K. The albam, which presents a history of son from the earliest years of this century up to the present day, will be rleased early next year in the U.S. on Neasesch. Also are on World Circuit is "Tamperal" by the Spanish band blond of Andalusian and Arabic sondor.

World Circuit records and produces must of its own releases. It also organize tour support for all of its recording artists.

In October Gold re-entered the studio with Gozalez and recorded 20 tracks in three days for a followup to the pinnivit album. In Nevenber be was in Mail to record a new recording by the African guitarist since the 1956 Grammy-winning "Talking Thabakts," which featured Coder. Thes in January, Gold pinns to revisit Cabs to record a follow-up to "Buena Vita."

Gold says, "The success is very gratifying, but I want to keep things small like a family so that we can properly take care of the artists and do each release justice. We've only released five albums this year, all of which we feel passionate about. We don't want to put out dozens of albums and hope a few of them stick."

Chartie Gillett, who hosts a worldmusic show every Satardig on IBEowned Greater London Radio, says. There have been moments in pophistory when you could virtually depend upon a label to buy a record blind. Atlantic bad it in the early days, maybe Motown had it for a while, and World Circuit has it at while, and World Circuit has it at show in May 1996 it is almost enbarransing how ofles I play their releases.

At Womes, the aniual world music trade fair at Marseilles, France, the logendary producer loe Boyd declared World Circuit's release of "Buena Vista" the event of the year, despite having his own rival Cubanrecorded releases on Rykadisc/Hannibal.

World Great's perfectionism has become a watabword, extending through every facet of the process between recording and suke. Simon Abold, a London-based corporate marketing consultant whose clients include BMV and Nils, says, "The 'Baena Vitaf album packaging posenses the perfect point-of-sale image. It is a model of how to do it."

director of sales, marketing, and promotion, who organized the "Boena Vista" campaign, says, "We package according to the individual artist and album rather than any corporate label image." Label identity has been established by World Circuit's handsome slipcases and booklets.

Adlington has also organized posters, postcards, T-shirts, and other marketing tools around the imprint's Cuban releases. "It is a way of getting noticed in a saturated market," she says.

In Europe, marketing empaigns —planned with local distributors and licensees—have tended to focus on traditional in-store net/withy and print advertising, but the Chile employees the control of the control example on the control of the control in Ansterlia with a joint promotion with Cuban cigar. A single from the "Baren Vista" album, "Chan Chan," has recently been produced for retail titions and is being released commercially.

"We've built up a network of committed distributions across Europe and into Australia, New Zealand, the Par East, and South Africa," asys Adlington. "We thought shout opening offices in the U.S. Canada, and Japan, but we do not want to get administratively top-heavy, and the Nenerach license seems the perfect solution."

In each territory, World Circuit has used a leading independent distributor rather than the majors and has consolidated by employing independent publicists. Leading Euronean distributors include Munich Records in Holland and Belgium, Night and Day in France, TIS/ EastWest in Germany, and Arpafolk in Spain.



Cassial Deal. This month, Dariel Barmboin in recording Wagant' 'Lichergin' with the Berlins Bankingella schweise and continuing his recording of Maarth janc concerts after aigning a long-term exclusiva del with Teldec Cassis Intermations. Pattere of the signing, from fitt, are Sildes director of business and legal afters Gentres Hong, Wanner Marcin Istemational chairmanCEG Banna Logae. Teldes accounties produce Renatk Kapfer, Bernbolm, and Warner Cassics International president/Teldec president Marco Bignoli.



# HITS OF THE CON WORLD

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# HITS OF THE WORLD

ΕU	RUC	HARI CL/10/58 & MEDIA	SP	AIN	OPTIMEMEEF MITH 12/23/97
145	LAST	SINGLES		LAST	SINGLES
1	1.	BARDIE GIRL AOLIA UNICEUM	1	1 2	EN NEXCOLO RESIDENT UNITED
2	2	SOMETHING ABOUT THE WAY YOU LOOK	8	2	CANCEL IN THE WIND 1997 ELTON JOHN MID-
		JOHN NOCKET			
3	3	TELL NUM EARBAN STREISAND & CELINE DION		4	MONICA MARANUO REMIRES MONICA MARANUO
		TOO MUCH SPICE GIRLS WIGH			
		I WILL COME TO YOU HANSON WINCOM			
		PERFECT DAY VARIOUS ARTISTS OWNERS			
		IT'S LIKE THAT FURD MIC VS JASON NEVINS			PLEASE 1/2 IS ANOTO STOLE
		MONUE			IF GOD WILL SEND HIS ANGELS UP IN MORON.
	7	AS LONG AS YOU LOVE ME BACKSTREET BOYS			
					YOU CAN LEAVE YOUR (FULL WON'TY)
2	8	SAVGIR AIMER FLORENT PAGNY MIXCUTT			SCINCIPACK AT
10	12	CNERIGH FRPPA BEAR UNVERSAL	10		MEN ADDING THE WORLD PLEY DADOT WITH
1		COUNT OWN LET'S THIS MOUT LOVE INCOME.			ALBUMS
		MA			
		SINCE GUE S. SINCE WORLD WITH		2	BACKSTREET BOYS BACKSTREET'S BACK VIEW
		FROM BAMAZZOTTE FROM OND	3	3	MONICA MARANUO PRUADIA OC MULER CTC
4	6	ENXA PAINT THE SKY WITH STARS-THE SEST OF	1	÷.	ENDS. MAINT THE SKY WITH STARS-THE BEST OF ENDS MAINTR
					CELINE DION LET'S TAUK ABOUT LOVE COLINER.
					AQUA AQUARUM UNICESUMERC
			1.2	1 2 1	
					THE COURSE THIS DOUGLANDING HIS
÷.	161	FRA FRA ACTORY	9	191	SPICE GIRLS SPICEWORLD writes
	111				

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11455	UNST		7985	LAST	
WEDD	WEEK	ALIIUMS	MOD.	(heater)	ALDUMS
1	NEW	RAMAN STURLIR WARKEN MUSIC	11	1	DAMELA MERCURY FELIAD COM ARROS INC
2	1 i i	SITE MURI-GALIZA CINDAL SUMAN ENTERTMIC	12	2	ANDREA NOCELLI ROMANZA routore
1.8	2	CELINE DOW LET'S TALK ABOUT LOVE NOW MENC	15	121	CELINE DICH LET'S THUS ADDUT LONG TOLING
÷ 2	1 A I	NOWNY & GREATEST HITS mg		131	AMALIA RODDRIGUES SECUED OF
	5			3	
		RECTOR REPORT FOR STREET & SAGA 1988			EXCESSO EU SOU AQUELE MENDUR
	4	METALLICA PE-LOAD PROVING	6	NEN	EROS RAMAZZOTTI EI OS DODINIS
ž	5	VALUES AND	1 7	1.6	SPICE GIRLS SPICEWORLD WOR
'	11	Brouge within a survive of the laws some	1.	2	MARIA JOAD PIRES SCHULE/T-IN/10/1905
		SPICE GIPLS SPICIWOPED on	1		202
÷.	1:1	DITA PAINT THE SKY WITH STARS-THE JEST OF	1.	NCH	MONSTREET BOYS MONSTREET'S LACK
	[ * ]		1.	1000	ALCONTRACT BUT DOUGHERT S DOUG
10		ENTA WHITEP	1.0		PALEO GONZO QUASE TUDO INVANIA
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		N (017) 1279/97			RK at/Unistan Noneting Researchs 12:10:97
1145	LAST		17465	LAST	The second s
-	100.00	SINGLES			
1	1.1	I WILL COME TO TOU HANSON MERCURY	1	1	CANDLE IN THE WIND 1997 ELTON JOHN HOP
2	ż		1.1	1.1	
3	- 4 I	SOMETHING ABOUT THE WAY YOU LOOK	2	1.2	TOGETHER AGAIN JANET JACISON WHEN
		TONICHTICANOLE IN THE WIND 1997 ELTON	1.1	3	BARRIE GRE AQUA UNICISA.
4		JOHN WINCUY BURNIN' CUE HOS SOMOS	4	2	AS LONG AS YOU LOVE ME BACKSTREET BOYS
1	1 3	DOCTOR JONES AQUA UNITIES.			30w6a/10,Gr TAX
1	NOW	NORODY'S WIFE ANOUN ON MAKE	5	4	SPICE UP YOUR LIFE SPICE GIRLS VIEW
2	1.1	PRINCE IGOR THE RAPSON FEADURING WARREN	6	6	STAT SASH SCHONARD RECORDS
'			7	NEW	SUNCYTIME DARD G wather
	2	AS LONG AS YOU LOVE ME BACKSTREET BOYS	13.	HCH	PENCE KOR THE INFOOT FEATURING WARREN
				INC.W	GA SSSEL REVENUE
2	1.4	FIRE WRITER BURN ELOCCHOUND GANG GETTIN	10	NEW	DA 18 THINK I'M SERIT IN TRANCE FEATURING
10	NEW	AMENO ERA MINISTRA	- 10	Inc.	HOD STEMART SOMETHING TO THE TAXAGE FEATURES
		AL PELINES			
		AGUA AQUANTUM unrelition.			ALBUMS
ż	i	ENVIL FAINT THE SKY WITH STARS-THE BEST OF	1	1	SPICE GIRLS SPICEWORLD VINUN
-			2	2	THOMAS HELMIS ARENE GAR ING
3	5		3	5	BACKSTREET BOYS BACKSTREET'S BACK
	i i i				23Minuteliger
5	3	ERA EPA MORCUM	4	3	CELINE DION LET'S TALK ABOUT LOVE SOMMUNE
6	0	NORDMAN HAR OCH NU 30HCT			ERGS RANKZZOTTI ERCS and
7	10	HAMAN MAGEGARD JUL MED HAMAN HAGEGARD	12	1.5	DAD, SIMPSTICO DENICITY
	2	SPICE WHEN SPICE HOREY WERE	19	14	DAZE SUPERIERCES INFRARCIAMONET
	NEW	EACKSTREET BOTS DACKSTREET'S DACK	14	10.	2018 2019 DECES SERVICED AND T
	UNC 44	INCASTREET INFITS CALASTREET S CALA	15	NOW	ABLA ADJARAN UNITAL
10	MENT	NANSON MIDDLE OF NOWHERE MURLIM		NCW	JIM REEVES THE ULTIMATE COLLECTION ING
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NU	RWA	Verders Gang Norwayi 12/16/97			D (Racionalia/IP) Reserve) 12(15/07
77455	LAST	SINCLES	1949	LAST	SINGLES
1	1	PRINCE SOOR THE RAPSOCH FEATURING WARREN	1	1.1	SHACK MY BITCH UP 7500GY & MORPHONE
		G & SISSEL POYSIAM			
2	L a l	SOMETHING ABOUT THE WAY YOU LOOK	2	NEW	NO FRITE SCOOTER (INF VIDISH RE)
L * .	1 ° I	TONICHT/CANDLE IN THE WIND 1997 EUTON	3		
			4	1 2 1	I WILL COME TO YOU HANGON WIND HIM OF
	NEW	PERFECT DAY VARIABLE ARTISTS OF	5	3	THE MEMORY REMAINS METALLICA HOMBURDS
	5	I WILL COME TO YOU INVISON POURTAN			TOMORSOW NEVER OVER SHERE, CROW
	2		1.*	1 * 1	TOMORIOW NEVER DIRS SHERT, DIDW
	6		1 .	4	DOCTOR JONES AQUA ventma
	1 i		÷.	NOW	
	NOW	SING UP FOR THE CHAIN MANCHESTER UNITED	2	HCH!	IF GOD WILL SEND HIS ANGELS UP ILLANDYDA
		MORTHE ORNW		1.51	
8	NEH	BACKSTREET BOYS BACKSTREET'S BACK	10	NOW	TOO MUCH SPICE GITLS VHONCH
10		AVERICA SHARE	L		ALBUMS
10	14	STRY SASH: ICANDINANIA RECORD.	1	2	SPICE GRES SPICEWORLD want
		ALBUMS	2	11	METALLICA RELICAD VEHICLADING
1		CELINE DION LET'S TALK ABOUT LOVE 30M	13	4	LEEVE & THE LEAVINGS KESKIMIKKO
2	i		ι.		Privacine Galaxies
3	2	SPICE GIRLS SPICEWORLD VIION	11	131	DAZE SUPERIERDES INCOME COUNE DOM: LET'S THIS AROUT LOVE
4	6	ENTA PAINT THE SKT WITH STARS-THE BEST OF	۰.	1 * 1	CELINE DRW LET'S TALK AROUT LOVE
	18	ENTR MAINER	4	1	EAA EAA welcummoursew
5	1.2.1	SARAN BRIGHTMAH TIMELESS WHERE	17	161	
	10	ETERNAL THE DEST OF the	L .	1.1	
7	2	ELTON JOIN THE DIG PICTURE POLICIAN WHEE SOMRETZEN VINTORSANG INCOMPRONY	•	NEW	STING & THE POLICE THE VERY BEST OF ADMINIST
:	17	OLE EDWARD ANTONSEN READ MY LIPS and	١.	۱ <u>,</u> i	HANSON SHOWED IN HEROIT/POINTING
10	141	METHING RELOAD ADJENT OF STOR	1.8	1 % 1	NOR ACTIVITY IN ACCORDING

# GLOBAL MUSIC PULSE

THE LATEST MUSIC NEWS FROM AROUND THE PLANE

## EDITED BY DAVID SINCLAIR

GERMANY: Berlin-based band Bell Book & Candle has scored a platinum hit (500,000 copie. sold) with its debut wingle, "Rescue Me" (BMG Musik Berlin)



solity with its debut single, "Rescar Mer (DMI Multi Rerin), which in December was still in the top from four month and the former distribution of the star in the single star in the single star of single single single star in the single single star in the single Crasherrise single Deleves O'Kliedstav, while the group's gentle moltic reack second in the part with discus as C.Yerridarer, Ingo Palitz and Bernd Wandlandt, are no necessaria to he durut, having second in the part with discus as C.Yerrihan been touring a small clinks. The group's followay single, "Read My Sign," while reduced and the reaction of the single star beam of the relaxing the relaxed and as 10 million single star for the bas been touring small clinks. The group's followay single,

of the same title to follow Jan. 25. According to follow, the origin of the graph a transmission and dates back to the Biddile Ages, when the combination of a bell, a book, and a candle was popularly believed to ward off will thoughts.

PLANE. The bands are very popular down, and rearism blink managers and produces these index of the second s

RELARG four the neuron of nearly true hears, "build block," the CD of true heads on the block of the neuron of nearly true hears, "build block," the CD of true heads on the second participants of the Boson function the hears of possible and the second participants of the Boson function the hears of possible and the second participants of the Boson function the second and the second second and the second participants of the second participant second and the second participants of the Boson function the second second and the second participants of the second participant second second and the second second

SPAIR: In fiamence, the mournful style of wailing known as costs jondo (deep song) is the Spanish Gyosy conjugient of the Delta blues. Unfortunately, this

Spatian organization of the total share. A there remains the spatian organization of the spatian of the spatial the spatian of the spatian of the spatian of the spatian of the spatial the spatian of the spatial the spatian of the spatial the spatian of the sp



By the time of the next one, in 1999, El Agujetas should be out on the streets again, but Serrano will still be in his cell. HOWELL LAEWELLYN

FIRMEE: Loss to Birth-Horn Asians ere making even of the next vitrant music in London to the moment (Hillows), Do. (1997), methylic is also briegt appropriately the sample of the sample of Hillows (Do. (1997), methylic is a sample of the sample Africe. The same the molified of Montanetre, et al. for dot the Buillian of Samer Course, and Africe. The same the molified of Montanetre, the tor food of the Buillian of Samer Course, and Africe. The same the molified of Montanetre, the same the same transmission of the same property is have been been food of the molified of the Montanet and the same the same the molified of the Montanet and Montanet and Montanet and Africe. The Montanet Montanet and Montanet and Montanet and Montanet transpiration of the Montanet and Astronet Afficia and Montanet and Montanet and Montanet and Montanet and Astronet Afficia and Montanet and Montanet and Montanet and Montanet and Astronet Afficia and Montanet and Mont

# International

# Canada

# newsline...

ASARU IBUKA, who in 1946 founded Tokyo Teleco RASHIU HURA, who in 1990 founces 100 yo tent owners are seen Engineering Corp.—later to become Sony Corp.—died of heart fail-ure Dec. 19 at his home in the Japanese capital. He was 89. The com-pany first made a name for itself in 1960, when it developed and marketed the first tape recorder in Japan. Other innovations associated with Ibuka include Japan's first transistor radio, in 1985, and the world's first transistor TV set, in 1960. Ibuka was the company's president from 1960 to 1971 and chairman from 1971 to 1976. In recent years, he held the title of founder and chief adviser. STRVE MeCLURE

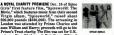
LONDON-BASED TRADE GROUP the International Managers' Forum (IMF) will study artist/manager contracts as part of its 1998 pri ties. At the body's recent annual general meeting, chairman John Giver aid the issue had taken on a new urgency in light of well-pub-licited fractures between Spice Giris and Simon Fuller of 19 Man-agement, and between members of U.K. R&B trio Eternal and First Avenue Management (Billboard Bulletin, Dec. 16, 1997). Other activities this year will include an expansion of the IMF's training pro-grams; the organization has been asked to provide packages for artist managers in Germany and Norway. Newly elected to the IMF coun-cils is an Allen of the Birmingham, England-based management firm that bears his name. James Fisher continues as general secretary; deouty chairman Jef Hanlos and treasurer David Stopps were re-

WARNER MUSIC AUSTRALIA has named Thomas Heymann national



marketing manager. Heymann relo cated to Australia in March 1997 when he was appointed product manager for the Epic label at Sony Music Australia. He was formerly senior product manager at Sony Music Germany.

CURINTY PLINTER.



release Dec. 26 through PolyGram Filmed Entertainment and in North America Jan. 23 through Sony/Colum-

CUPIS BARPETT

BHG MUSIC PUBLISHING WORLDWIDE has appointed Karno Munkia-ta sentor director of BMG Music Publishing Japan. He will report to David Loitetnar, regional VP of BMG Music Publishing Ania, in the Tokyo-based post. MunaicAra was a 2D-year veteran of independent mana group Kitty Music Corp., holding the posts of neariest Retored of both the sums publishing and Kitty Retorist director



ond

sions, before becoming GM of PolyGram Music Publishing in Japan following the major's takeover of Kitty in 1993. He was most recently

manager of international pop at Mercury in Japan. In his new post, Manakata will focus on increasing BMG's presence in Japanese repertoire and on developing closer ties with production companies.

THE FOUNDATION STONE for new offices for all BMG Ariola labels based in Munich was laid Dec. 9. The building on Neumarkter Strasse in the city will bring together for the first time all 500 EMG Munich staffers under one roof. The 24,000-square-meter building is set to be handed over to BMG Entertainment International in December 199 The company says the huilding hudget is 150 million marks (\$84 mil-

JAMES PITMAN SUCCEEDED Kick Klimble as head of EMI Classics' international marketing department Jan. 1, based in London. Pitman was previously director of international marketing at Warner Classics International. Klimhie is relocating to his native Netherlands and is expected to take a new post with EMI. He had been EMI Classics VP of international since 1993, reporting to president Richard Lyt-

POLYGRAM INTERNATIONAL MUSIC PUBLISHING has bearht His Holland from owners Herman van Veen and Erik van der Wurff. Poly-Gram has a longstanding administration deal for the Harlekijn cata-log, which includes hite written hy the owners: "Opzij," "Spatter Pieter Pater," "Zo Vrolijk," and "Ik Voel Me Zo Verdomd Alleen."

# Indigo Seen As Major Retail Player **Book/Music Chain Committed To Record Sales**

#### BY LARRY LABLANC

TORONTO-Several Canadian music industry executives have high expecta-tions for recorded-music sales at the nthy launched Indigo Books Music & Cafe retail chain, which operates three stores in Ontario.

Indigo opened ite first store, a 8,000-aquare-foot outlet, Sept. 5, 1997, in Burlington, west of Toronto. It was ed by a 33,000-square-foot store on Toronto's Yonge Street, which opened Nov. 14. A 29,000-foot-store opened Nov. 21 in Kingston, east of

"Indigo is going to be extremely helpful for our industry," predicts Dor Outes, senior VP of sales at Sony Music ent (Canada)

Bernie Finkelstein, president of True North Records and manager of True North Records and manager or Bruce Cackburn, says, "Tm a big fan. Thure's been nebody doing that kind of [music and book] retailing in Carada."

According to Indigo president/CEO and co-owner Heather Reisman, the privately owned retail chain will open eight to 10 stores in Canada this year The chain's next opening will be in July at an unspecified location in Ontario. From July to late September, the peak selling period for books and reco music in Canada, Indigo will expand its ing more stores base in Ontario by opin the province and will open outlets in Manitoha and Alberta as well

While over the years there have been single-store optiete in Canada that have combined book and music retailing, the emergence of Indigo marks a significant breakthrough for the book/music concept due to the me size and lavish decor of Indigo's stores and its commitment to sell

"For me to be involved with [selling both] books and music is like Disney land for me," says Reisman. "I was one of the people involved in [trying to launch] Borders Canada in 1996. When that didn't happen, a group of (investors] then had a chance to shape an approach which is unique. And it is, I don't think anyone would go into Indigo and say we've just cloned someone

Like the independent and publicly owned Borders Inc., headquartered in Ann Arbor, Mich .- which, with close to 200 stores, is one of the leading book and music retailers in the U.S.-Inds ro stores feature an impressive sales. n of books and music. Like Borders, Indigo has in-store cafes (which will eventually be licensed) and hosts regplay in store appearances by prom nent musicians and authors. Unlike Barders, Indigo does not carry full-oervice music catalogs.

Reisman says the reason Indigo decided on a munic/books combination strategy for its Burlington launch wasn't because recorded music hasn't been available via a Canadian bookretail ontiet. Nor was it because a book/music combination has success-fully worked in the U.S. since being widely introduced there by Borders in the early 1990s.

"We weren't opening a bookstore we were opening a book lover's store," she explains. "Though the distinction might seem small to some, it's very significant for us. Mnsie is an element



eather Reisman, Indigo CEO, at the opening of the Toronto store.

book lovers would enjoy experiencia while shopping at Indiga

"There's no art form that can mo [people] like music," Reisman contin-ues. "Nothing: A good number of people who love to hang out in bookstores and who love the feel of books are going to be affected by music and want an wironment to shop for music which is their kind of each

According to Indigo director of music Stewart Duncan, Indigo's Burlington and Kingston outlets each carry approximately 10,000 music titles. The Turonto location has 20,000.

While the three current Indigo tores stock popular contemporary titles by such youth-oriented acts as Spice Girls, Hanson, LeAnn Rimes, and Chumbawamba, there is abur emphasis, both in-store and in the chain's media advertising, on m adult\_styled chart acts like Garth ooks, Celine Dion, Erykah Badu, and **Barbra Streisand Additionally there's** a significant accent on current titles by non-pop artists, including Canadi-ans Diana Krall, Holly Cole, Lorenza McKennitt, and Oliver Jones, and su ernational acts as Ry Cooder, B.B. ng, and Sarah Bright

In recent months, Indigo has feared in-store appearances by non-pop erformers like singer/songwriter Jim ickman, West African diva Ou Sangaré, and jazz guiterist Mark Whitfield and by Canadian classica acts like tafelmusik, Aradia Ensemble, Puirt A Baroque, Michael Burgess, and folk singer Stephen Fearing

Indigo is exposing music that is a little left of center and which is tailored to their [buyer] demographic," notes Tom Berry, president of Alert Music

"One of our biggest sellers in all the stores is Dians Krall," says Dancas Not just her new Impulse album but her entire catalog is really selling for us. Loreens McKennitt is also a phenomenal seller across the board. Her back catalog as well .

"Every time we play Ella Fitzg aid's 'The Essential Elia,' we sell it in all three stores. Also, our listening sta tions have been selling tons of [less obvious] product. Ry Cooder's "Baena Viste Social Club," for example, we can't keep in stock.

Acknowledging that Indigo is targeting an older demo for its music sales, Reisman says, "The 25-plus age group is removed from music that they agers, they listened to music on the radio, made out to it. The only place [as teenagers] you could afford to huy othing was at a music store. Then [after getting older] they got ren om that. We see our jobs as beloing ople connect to music

Oates notes that Indigo has also had a sizable impart on sales of several of

Sony's mainstream pop titles. "Though the Barbra Streisand album Higher Ground"] has crossed all the idemol boundaries, we've gone triple-platinum [300,000 units] after only a month of release. Indigo's contribution was

extremely strong," he says. Indigo in also doing a good job sellin Celine Dion's "Let's Talk About Low he serve

With popular chart titles and select ed pop catalog at \$14.99 Canadian, and with many jazz, classical, and new age titles at \$16.99-\$19.99, Indigo's pricing is slightly higher than most national traditional music retail chains and discounters. Duncan acknowledges the they, \$1-\$2 difference in pric ing, "We're competitive, but we're not here to be price leaders."

Ontes suggests that Indigo's older er core most likely won't balk at the high-end pricing because they're accustomed to paying at least \$35 for

Canadian multinational and independent-label exces hope Indigo will mirror the U.S. success of Borders and are optimistic that Indigo's targeting of 25-plus consumers-who are oft ensive about shopping in tradinal music outlets or huy albums ough record clabs-will be henefi-

Says Finkelstein, "I'm ho to mirrors the experience of Borde rders es have a great chance of succeeding in that kind of tretaill environment

Also enthusiastic about Indigo is Bill Ott, president of PolyGram Group Distribution. "It's very early to predict how much business we will do with m, but [Indigo executives] are talking of the ratio in sales of music to their verall husiness being 15% [which Duncan confirms]. My sense is that a particular type of repertoire can do stremely well there. It's a very nice marriage for our [PolyGram] repertoire, particularly the classics and jam and the non-pop, deep catalog we

While acknowledging Indigo's siz-able potential for selling music prodnet, Garry Newman, senior VP of Varner Music Canada, has significant concerns about the chain wiping out smaller independent reteilers that

suon't be unable to directly compete. "It's definitely going to kill what little independent bookstores and CD stores are left," Newman says. "No doubt in my mind. They just can't compete when there's [stores selling] at this level."



DISTRIBUTION FUSION III in Montreal has acquired Canadian distribution rights to Jazz Inspiration Records. Formed in 1991 hy Arnold Schwisberg, the Turonto-based label has an artist roster that includes ner John Labelle: pianists Brian Dickinson, Jean-François Groulx, and François Bourassa; guitarists Lorne Lofsky and Greg Lowe; violinist Lenny Solomon; and bassist Michael Farmharnen.

998 is shaping up to be another exhilarating year for Canadian music, both internationally and within Canada's mercurial music industry, which generates \$1.32 billion [Canadian] in

sales annually, with domestic repertoire account 12%-to-15% of that amount, according to Brian Robertson, president of the Canadian Recording Industry Association.

Canada's profile will be boosted this year by current (pre-1996) albums from Celine Dion, Shania Twain, Sarah McLachlan, Bryan Adams, Jann Arden, Terri Clark, Paul Brandt, Loreena McKenniit, Holly Cole, Big Wreck, Our

Lady Peace, Ron Sexsmith and Chantal Kreviazuk, as well as 1998 releases by Alanis Morissette, Amanda Marshall, Barenaked Ladies, Cowboy Junkies, Ashley MacIsaac, Crash Test Dummies and a French-language album by Dion.

There will also be significant releases by such critically acclaimed acts as Hayden, the Waltons, Lynda Lemay and Wendy Lands, and by such promising newcomers 21

Esthero on Dreamworks; Tara Lyn Hart and Melanie Doane, both on Columbia; Bruce Guthro on EMI; and Transister Sound & Lighting Co. on Vik. Additionally, there will be a solo album by Blue Rodeo frontman Jim Caddy on WEA.

# LET'S TALK ABOUT SALES

What's mind-boggling to many veteran Canadian musicindustry figures now is that not even international superstars match the staggering success in Canada of Dion. In the past seven years, her catalog has sold a dizzying 9 mil-

# No Longer "The Moon Reflecting The American Sun," A Robust Market **Charts Its Own Orbit**

Billboard SPOTLIGHTS





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ationals based here. Aggressively work sher rival mu



ing its roster, both domesti-cally and internationally, the company has also been successful in launching Amanda Marshall, Chantal Kreviazuk, Marshall, Chantal Krevizzuk, Our Lady Peace, and the Philosopher Kings, at home and abroad. Two of 1998's most promising acits are Sony's—country singer Tara Lyn Hart and singer/song-writer Melanie Doane.

According to Camilleri, Marshall's 1995 epony mously titled debut has sold

768,000 units to date in Canada and 2 million units [worldwide], including 270,000 units in the U.S., per SoundScan, Laos year's Our Lady Peace album "Clumsy" has sold 715,000 units in Canada and 1.1 million world-wide, including 154,000 units in the U.S.; and Krevikaruk's 1997 album "Under These Rocks And Stomes" has sold 65,000 units in Canada and 17,000 units in the U.S.

"Chantal's album is going to go through the roof this ytar," enthuses Camilleri, "My prediction is 250,000 Continued on page 40

lion albums in Canada. Dion's fifth album, "Let's Talk About Love," released last November on Columhia Records here (550 Music outside Canada), sold 1.3 million units in Canada by year's end. According to Rick Canalleri, president of Falling Into Nou<sup>+</sup> has sold 27.3 million units worldwide and 15 million units in Canada. Tealing pinto Nou<sup>+</sup> is going to finish (globally) at 30 million (units), predices Camilleri.

Even without Dion, Sony would still be Canada's undis-puted heavyweight of domestic repertoire, far eclipsing





Increasing numbers of artists and labels are going there to network, Net-cast and conduct "guerrilla PR." Are they having any luck?

# BY CHRISTOPHER JONES

Bride (top) and The

Tracically Hip

contries, like people, tend to when it comes to new technicges. Canada, while perhaps not an "early adopter," is no stoach when it comes to Internet utilization, particularly by the music industry. There are currently dozens of Websites devoted to Canadian music and

sites devoted to Canadian music and hundreds of homepages—some of them particularly good—by individual bands and artists.

Like music-creators elsewhere; Canadians are using the Web for promotional presence, to disseminate band information and as a mail-order vehicle. Singerstongwriter Jane Sherry, while Sherba Records (www.sherba.ca) exists only in cyberspace—even uses her site to raise funds through

site to take tinks throug online auctimis and to barter for services such as tour-stop street postering and pre-show hairdressing in exchange for concert tickets and T-shirts. Says Siberty, "I don't think I could do it without the Internet. It has mignetized a lot of energy."

Vancouver-based band Torry M manager and Netwerk Records president Terry Mc-

Bride was using networked bulletin-board services even before the proliferation of the WorldWide Web. McBride says that, while maintaining a first-rate site, like the one mounted for Sarah McLachlan's Läßis Fair tour (filthBhartcom), does require time and money, it also provides savings in other areas. "Lähis Fair didn't want to have to set up an

"Lähh Fair didn't want to have to set up an nifice with its or seven people employed just to answer phones and field questions," notes McBridle. "It was much better to have a completely informative and up-to-date Web site. Thas site was getting up to 300,000 his per day at the height of the tour. People werket, hook hotel rooms, to hook up with other people for car pools. They were using it for what it was meent to be used for."

what is was means to be used for." McBride adds that the internet's "push" capabilities are just as useful as the Web's more passive "pull" stance. "We have differe can mailing lieus people can join where subscribers get table or verkly updates, dreppen interreted in," he asys. "We have two fulltime employees who do nothing but Interret marketing. The Net is our out-front, guerrilla PR."

# **PRO-ACTIVE PUBLICITY**

The Tragically Hip's Toronto-based manager, Jake Gold, is equally impressed with the Internet's broadcast capabilities. The ability to send your message out to people, instead of sitting passively and waiting for them to come to you, is the best thing about the medium, he says. 'It allows us to reach the fams without refying on the press. We can his the magpies, the really dedicated fans who start the word-of-mouth. We don't have to depend on someone else to translate our message and then transmit is to our fans. We're in charge. It's very proactive."

Gold estimates that the group has a database of 16,000 e-mail subscribers worldwide,

Work County have representation to book of the county have representation to book of the county group. The people who visit your site the most tend to be the readly loyal, hardcoce bans, so its critical the requires real long-term commitment.

Gold's faith in the Internet extends to the world of commerce. The Tragically Hip's latest abium, "Live Bectween Us," is available in the U.S. dough N2K's Music Boulevard Website (www. musicht/com). 'Sales haven't been huge," he acknowledges. "But we've proven that it can be done. Just making the record available

doesn't sell the thing for you. You have to market it the same way you would market any other record."

# TWO YEARS TO DOWNLOAD

It's a given that Internet sales will grow as the network expands and as the concept of online ordering and commerce becomes more familiar to people. "Music will be sold directly on the Net on a

"Music will be sold directly on the Nee on a regular basis within two years, predicts Netwerk's McBride. "You can already download music, And, yeab, it might seem slow to us now, but two years ago is was a hundred times slower. I happen to think that two years is a conservative guess." Adds Gold, "The Internet is becoming a huge shopping mall. And if Stumy, the most

Adds Gold, "The Internet is becoming a huge shopping mall. And it's funny, the most popular things on the Internet apparently are the porno sites and music sites; it's still about sex and drugs and rock 'n' roll."

# SITES OF INTEREST

(estensive list of links to dozens of Canadian music-related sites)

www.primalbeat.com (excessive coverage of Canadian activity, moste news, etc.) www.interlog.com/~cprual/coma (Canadian

On-line Museums Association good site for tools-related Canadian muse() www.jonp-awards.ca/hol

with contract and contract and con-(self-archived site; gries background on Carada's national muon awards and winners) www.dirt.cn (home of Music International Direct Inc., a mational distribution network los Capadian india nausc)

ACT	AS WE AS D	STYLE	signings who show the greatest provise of bracking serve greater receptition within Canada in 1998.
Eshere	Dream-	Trippy sold- jazz/tush	N.C. and Coundlan ASD stars falanted tons
(No phote available)	works	jazz/Nash	Demonitors in 57 trying to sign up singer/songwriter Esthero and guitarist Der The Toronto-based due's debut ollem, "Breek From Arother," to be released in th first quarter, is en ungueilfod knockout.
Tare Lyn Hert	Columbia	Country	With her remarkable debut elbem expected in May, Hart will almost certainly dominate Cenedian country cherts in Islan 1998 and make gains in the U.S. on well.
Breat Hig See	WEA	Cellic-rock	Newfoundliand's most bolsierous roch band will get a shet et ihe U.S. meriat in the lin guerier of '98. Size Records is issuing a compliation it its two WEA Concilen album "Up" and "Play."
Lasty	Virgin	Cellic-roch	Electrifying videos and concert performanc have enabled Virgin to hotst the Lakafield, Ontario, lamity bend'e epseymously tilled lebel dekut 070,000 anits in Conste in 1997. It's being released at the U.S. on Narede in lete February.
Melazie Doone	Columbia	Singer/tongwriter	A spring '07 Canadies release, this dazzlik sophomore album will aslonish even the singer's significant Canedion cutt base.
John Antin	Vih	Country	This New Brunswich hardcore-country traditionalist made sizable in-reads in Cenede in 1996 with his debut about, "Wh My Heart Already House." He also desay if y won the Visis (Riving Star) honors at th Canedian Country Nusic Awards in 1997.
Stor let	Signpost Music/ Pog Music	Christian	U.S. Christian labels should chech out bis cutstanding Winnipeg-based singer/song- writer, who has released five observe in Camede since 1989.
Van Allen Bell	RepChord Records	Alternative	Frem Riegston, Ont., homelown of the Trogloally Hig (with whom they've loared k North America). Yen Allen Bill shows gree premise with its RipChord obut ellern. "T Brown Rombec," roleased in July 1997.
Trill Sport	Ape No Kill Recorde	Alisraative	Vascouver-based quintet, together eince 1902 end fronted by fiery singer Rozenne Holdcort, penmets Ithrough six power-peal originate en its latest EP, "Hero Comes Tornarrow," reloased in Canada last May.
Serie Stelers	None	Folkipop	Hewfoundinsd sisters Maureen (20), Karee (18) and Teresa (16), bached with 520,903 provided by Iheir parents, recorded their expasisio debut album, Ted is The Roce. Reienstel independently in Jans 1997, the album is one of the masical highlights in Canado of the post your.
Nghi Sun	Night Sun	Falk	Originally formed is the Nerthwest Territor by singer/guiterist Ellen Hamilton end now besed in Kingeten, Ort., this intriguing five piece ecoastic grave, with a Orner-olban or eleg, hav melded its opeless munic from Cellic, blace, cejun and country sources.
Robert Farrel	KS Communi- cations	Folk/blues	Arguebly the greatest untiscovered geiteri In Canade, Ottawa-based Farrell hee recor ed two elbums, "Freedom For My Sout" (1956) and the astonishingly fastetut "Whe The Banks Of The Missicsical Ren Ovy"

# VARIETY IS THE SPICE

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www.virginmusiccanada.com





The country's only national music-video channel exercises increasing marketing clout—outside as well as inside Canada.

# BY PAUL CANTIN

th increased domestic ratings, franchised outlets in Argentina and Heisnik, and encouraging inroads into the U.S., Canadian video station MuchMusic these days is in an awkward position: It's too big for a single channel in Canada, but in the U.S., it's still growing in MTV's shadow.

Through U.S. rable and ratellite systems. MuchUSA a hybrid of the Canadian broadcast and specialized American programming, reaches 10 million homes in places like Long Shand, Talech, Los Angeles, Dirvic, Shand, Talech, Los Angeles, Dirvic, José Cardor, when Mich Jost aid to be carried on Manhatian Calde. Much VP Denise Doublon says growth has been shored by maxed-out analog cable carriers. The anoming digital-cable reaching with home the LS, howen up yr, adding the term Mith in thing and the berever it in being seen.

"You are competing with 250 other specialty channels. You are fighting to get access in a little analog world," she explains.



# OUTPOSTS EVERYWHERE

Since it started broadcasting in August 1984 from parent company CHUM-City's studio in Toronto, Much has always tried to reflect the communities is broadcasts into. In 1996, it developed MusiquePlus, a French-kanguage service in Montreal. In 1992, MuchMusic Argentina began in Buenos Aires, and in 1995, Much went to Heisnik to launch lyrki, a daily 90-minute broadcast.

In July 1994, the network launched a partnership with Rainbow Programming Holdings for MuchUSA. Along with content originating from Toronto, the network cre-



997's

there there specifically for the American market—including the inve-concert show 'Clubland' and 'Break This,' which prolife fast-rising acts. According to Donlon, Much has established broadcast 'natposts where we have a dense concentration of the start of the start where we have a dense concentration of the start of the start where we have a dense concentration of the start of the start where we never a start of the start of the start of the start of the start where we never with limited access has market. Much has maneutum and is getting

mnmentum and is getu noticed.

ottero. "They are definitely getting a lot stronger in the U.S.," says Marybeth Kammerer, director of music-video promotion for Allantic Records. "They are very in touch with their audience; that's great for a music channel." All this encouraged Kammerer to make Allantic the encouraged Kammerer to strike a promotional deal with MuchUSA.

Fans of Atlantic's Canadian signing, the Tea Party, will be were flown to Toronto to watch the group open for the Rolling Stones on Jan. 9 at The Skydome. Universal Music Canada's Randy Lennox says he has

Universal Music Canada's Randy Lennox says he has seen a strong connection between MuchUSA's presence and pockets of American support for Canadian singer Holly McNarland. "Much has been very helpful in U.S. markets it is strong in. Our New Yurk office tells us we are getting some good Holly McNarland [sales] response," says Lennox.

At home, Much has little to prove in terms of influence and audience loyalty. The network says 3 million Canadians tuncel in to the MuchMusic Video Awards on Sept. 18. Much claims its per-minute audience has increased from 22,000 to 28,100 since 1965, and its 124-17-year-old numbers have increased 55%.

"MuchMusic has been a remendous success story," says Sunni Boot, executive director of Optimedia, which buys ad time for brand-name companies. "I would say that it is still among the top three cable networks we use."

Canadian labels say Much remains a powerful markering tool. "Intimus de Interactive", the network's signature series of specials, brings acts into the network's broadcast cuerte to perform and lack audinerequestions. The series has showcased Joni Michell, INNS, For Jighter, Live, "Jat't to launch Bundh" Racobidde Suitcase" and used No Doubt's appearance for a wortwise sumkans. Its *Canada ange G*.

### THE SHAPE OF '98 Costoued from page 37

[units]-plus in Canada. Tara Lyn will be our next big [sales winner]. Melanie Doane's [first-quarter album] will probably shock everybody [by its scope]. Then we'll have a new Amanda Marshall album in May."

### TWAIN TOPS IN COUNTRY

Other than Dion, Canada's ling winners on the international pop-mute sweepstakes this post year were Sarah McLachtan on the Nettwerk Preductions label [Arista coiden-adiancia] and the control of the structure of the distancial and the control of the structure of the Orea," released in November reached '400,000 units with me", has now sold 10 million units worldwide—2 million methods and the control of the structure adiance of the methods of the structure of the methods of the structure of t

With McLachlan performing on the 37-date, femaleheadlined Lilih, Fair in the summer, her Nettwerk/Arista allum "Surfacing" was one the year's top winners, selling 1.3 million units in Canada, according to SoundScan, and 480,000 units in Canada, according to her manager. Terry McBride, also president of Network Productions.

With Lifth Fair expanding in 1998 from eight to 10 weeks, and to 45 dates in North America, followed by 15 to 20 European dates this Spermber, McLachlard's profile will further increase internationally this year. While 1997 was a sweet time for the Yanouver-based singer, McBride argues 1998 will be even sweeter. "1998 is the year for the pay-off," he says.

# ACTS FOR ALL GENRES

Many other Canadina rintis, in all mosted genrs, continue to enjoy significant success internationally. These include Barenaked Ladres in popt Diana Krall, Jane Bannett, Rob McCannell and Renew Rousen juzz, Ben Heppner in operz, Ofra Harnoy and Quartento Celato in classical Brates Cochsum, Janes Keelbaghn, Jesse Cocke, Fred Eaglemith, takadja, John McChernott, Ahley Machasz, and Caroliny Arennis in root-solen music, Raft, in chikrest, music, and producerfilm, socret Michael Brook (with the southrack of 'Ablom Oligator').

Furthermore, the doneseic scere now cortains an unusually strong crop of individualitic English-language acts that are selling impressive numbers of their recordtringeably Hip, which like factors. I Mother Earth, Stoan and Brane's Daughers, Steve Bell and Hocas Pick in Christian muster. Angele: Daleau, and Pairt A Barcogue in classical muster. Angele: Daleau, and Pairt A Barcogue in classical Monthly Creat Big Sea and Swith Gross.

At home, an enormous number of newcomer acts have made national breakthroughs in the past year. These include such Celtic styled artists at Leahy, Mary Jane Lamond and Nanile MacMater; as well as big Sugar, Holly McNarland, the Matthew Good Band, Werping Tile, the Ter Party, Stephen Fearing, Lhasa de Setti, Rascala, Carlos Morgan; and the country acts Farmer's Daughter, Julian Austin, Shirley Myers and Jason McCoy.

# STAR SYSTEM EMERGES

There are, of course, the sizable domestic achievements of such French-hanguage artists as Lara Fabian, Coma, Elyzabeth Daga, Kevin Parent, Erx Laponte, les Colocs, Daniel Belanger, Hart-Rouge and La Bottine Souriante, as well as comic Francois Peruses and children's superstar Carmen Campagne. Sava Reid, 'With the emergence of a star system here,

Says Reid, <sup>4</sup>With the emergence of a star system here, we're seeing a whole wave of new [rock] acts [emerging] with Our Lady Peace and continuing with Big Sugar, I Mother Earch, Tea Party, Holly McNarland and the Matthew Good Band, 11's all pretty cool.<sup>2</sup>

"Canadians really like Canadian music," argues Deane Cameron, president of EMI Music of Canada. "Look at the saccesses [our company has had] with the Rankin Family, Tom Cochrane, Anne Mutray, Moist, 1 Mother Earth, the Tea Party and John McDermot."

<sup>12</sup> Weity and point in the most on reflecting the American sun," agrees Stan Kullin, president of Warner Music Canada, "The Tragically Hip and Blue Rodeo have done huge numbers in Ganada livithout selling outside, They, along, with the Rankin Family, Tca Party, and I Muther Earth to name a fex. sav Canadians are different."

along, with the Rankin Family, Ten Party, and J Muther Earth to name a fee, say of Canadians are different: of the second second second second second second second verse saved by our domestic releases. The Book OP Drosm' look like it's going to be Lorenza McKennit's biggest alaum worldwide. Great Big Sea is developing into good catalog artists. I anticipate we will reach impleption model with the second album ("Bby") we're nors: B25000 Convated on gog. 2.

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THE SHAPE OF '98 Continued from page 40

albums. We're close to gold [50,000 units] with both [recent albums by] Wide Mouth Mason and Natalie Mac-Maters Both facts] are builders, but musically they're such a treat [to work with]. We're also over 2 million albums in Blue Rodeo's [seven album] catalog, which sells 100,000 units a vear."

Noting that Paul Brandt's 1996 album "Calm Before The Storm" has achieved double-platinum [200,000 units] status in Canada, Kulin adds, "Outside The

# The Independent & OMP

SLGkir d databasis connect sos par your label velere you work II - as the Condenh hore environment autofestplon. As on established distributor oli e vide roage of outling protection. S Clow dready Units III e servers as conscist, and dividiatese protects across an established customer base of major node contained and an experimental and an external contra established customer base of major node catalogue ceremica of manoid general contrage of basis established customer and contrage of contrage complete established customer bases and company.

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# St.Clair Entertainment Group Inc.

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Frame" is nearing platinum.

# NO. 1 ON SOUNDSCAN

Ross Reynolds, president of Universal Music Canada, is equally euphoric about Canadian music. 'We certainly are enthused with continuing the relationship with the



Ton in b

Tragically Hip. Their line alhum [Three Between U,\* released in May, 1997] debuted at No. 1 on the Sound-Scan retail album chart and sold 400,000 units by year's [1997] end. We're also very enthused about Holly McNarland and pleated with the continuing successes of the Headstones, Carmen Campagne and [never signting] Laura Smith and Carlos Mor-

What's especially impressive to many Canadian industry figures is the colosal number of new acts that have emerged in Canada in the past year. This includes Dayna Manning, Julian Aussin, Econoline Crush, Wide Mouth Mason, Brigette Pace, the Ennis Sisters, Len, Oh Susanna, the Mahones, the Hellbillics, Van Allen Bekt, the



"There are way more record deals being made and a lot more product [being released]," points out Jake Gold of The Management Trust, which manages the Tragically

Hip, Big Wreek and the Watchmen. "This has to do with the short-term approach of [North American] record companies. More hands are geting signed because of the compettion happening in the U.S., which is heneficial to anyone shopping a deal. Labels are looking at verything." Gold also angues that Canada is a natural breeding

m: Ala

issette; Diana Krall; Our

Lady Peace

Gold also argues that Canada is a natural breeding ground for developing talent. "Canadam creord-industry executives," he notes, "are more accessible than their American counterparts. "That has to do with Canadians being more societal," he says. "Also, the volume [of produrd] sart the same here, so [record executives] aren't quite as busy."

## **NEXT PHASE: URBAN**

Most Canadian labels also have been significantly revaluating better AddR policy in the part spear, a they fared the increasing domestic popularity of international popand urban music, the saving impact of alternative music and the drying up of top-calleer grassroots acts from independent sources. Additionally, Change in top managemendents were called a straining bit (Draine Canadia et al. 2016), and the straining that (Draine Canadia prompted significant AddR re-arbanismin.

Say Liao Zhinese, general manager of BMG Music Canada, Urban is the next phase of pop music, with the gener crossing over into pop, and it's a remendous time for us to jamp in. [Traditionally, it's been assumed we can't support urban music because we didn't have the fundo population. Beex report the base phase have fundo population. Beex report to basing bake music, h's a pop crossover. Recording by Puff Daddy, Mase and Wi-Enng Can are crossovers, doing sell as pop and urban

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records. [Urban] is music kids now want to listen to. [Canada-based labels] are starting to understand that. "Many people [argue] you can't have a [Canadian] hip-

"Many people [argue] you can't have a [Canadian] hiphop band like the Rascakb break in the United Statest, continues Zbitnew. "Yet, what makes them distinct is that, being from Vancouver, they blend a whole lot of [musical] influences that don't exist in America."

Despite the current unprecedented visibility of Canadian artists usceedin internationally, many hale executives here complain batterly of frustrataons in securing sigificant airphys of cansidan music shorn. 'We have such a broad range of atribis in all music genres happening, a whole new group of non-tock atriba dings well internationally, hou most of them can't get airplat in this county because we don't have a side range of table formats. 'Tsuference we don't have a side range of table formats.' Tsuforough. 'We're driving so many good atrias out of the county.'

### IT'S ALL TOO "MUCH" Costmand from page 40

Countered from page 10

"Tragic Kingdom" CD rocketed back into the top five, even though it had been out for 16 months, says Lennox.

# BIG IN THE BURGS

Warner Music Canada VP, A&R, Kim Cooke says Much's real advantage is that it reaches beyond the big media centers. "When domestic-roster bands come of tour into secondary or tertiary markets, the kids say. "I saw the video". Radio in thoug parts tends to be pretty bland and not cutting-edge whatsoever, "he says. "Much is where they find out about new bands."

Tevi in the Canadam record business will openly dispute the channel's influence in selling records. According to Colin MacKenzie, who runs murdercords—the Halaka. Based, Luiversabierbusted influence once by Canadam record slots, but one runs it has become insee difficult for indic acts to get runsingful alraps," HwichMusic has novbasically, assumed the door on independent music, as far as I'm concerned? MacKenzie soxy. Tappereistie will build build and the state of the state of the state of the MuchMusic does with new music. [But] here is no space apperiare on MuchMusic nov."

# GAMBLING ON ROTATION

Mackenzie says he has questioned spending thousands of dollars on videos. Likewise, Ivan Berty, president of EMI-distributed urkan label BeatRectory, says he has become wary of gambling on videos that may not make it into rotation. Instead, he has bought commercial airtime and produced video-like ack. I can't spend \$50,000 for one a commercial duct voice and the second second second on a commercial duck voice and the life work work plays.

"MuchMusic has now slammed the door on independent music."

> -Colin MacKenzie, murderecords

Doulon says to service audience and industry, Much needs a second channel The CRTC, the body government broadcast licenses in Canada, greenlighted Much's plan for adulo erimente MuchMoreNauk (CMS), but cahle hann's picked in up, citing nearly maxed-out channel caparoy and lack of audience enterest: A in the US, at's unlikely to change unul digital broadcasting. We're borning at the Doulons. She chains a new channel would provide a variant for the "matter class" of artists kie. Bonnie Ratr and Nei Young, while exposing burgeoing AC artists.

# **GROWING COMPETITION**

Domesic competition has complicated matters: Canadian cable recently added U.S. based BET, which pays urban videos. And Shaw Media, a division of Canadian cable carrier Shaw Communications, revealed at has applied for a broadcast license for Edge TV, an alternative-music television channel, which could be up by 1999 if approved. Shaw ahready operates the country-music channel CNT, which abo plays some adule contemporary videos.

So, apart from waiting for digital cable, how can Much resolve the impasse?

"We can continue working on the regulatory level, and we can continue to go to cable to try to convince them of the merits of our channels. At this point, it has been very civil and respectful," says Donlon. ■

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At MIDEM, contact Alexander Mair or Brian Allen at the Canada Booth.

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# New-Media Cos. Take The Plunge 1997 Marked By New Alliances And New Ventures

# BY DOUG REECE

LOS ANGELES—The recurring themes in new music media in 1997 were consolidation and growth, as neophytes and major players alike rose up to corner market share through a multitude of partnerships and exclusive deals.

Ultimately, what this meant for consumers was finally



getting a down-toearth taste of former pic-in-the-sky promises. And while the measic industry is

still grappling with controversies wrought by new technology, several companies duifully took the move from toe-testing the waters to plunging, or at least wading, into the new-media stream.

### SITE & SOUNO

Though no one segment of the new music-media business stole every headline, developments in video- and audiostreaming were at the forefront of in-

# 1997 \* IN \* REVIEW

dustry minds this year, as improved technology and new ventures gave shape to widespread, easy-to-use Internet music delivery. Seattle-Based RealNetworks (for-

Sentile-Based RealNetworks (formerly Progressive Networks) had a banner year, solidifying its position as the premier company offering audioand video-streaming technology.

Acting aggressively in early '97, the one-time underdog secured vital relationships with record labels like Atlantic Becords, MCA Becords, and others that agreed to use the company's RealVideo and RealAudio techmology.

Microsoft, which eventually purchased 10% of RealNetworks this summer, is liceusing the company's technology for use in its own streaming system, NetShow.

Meanwhile, Microsoft has persuaded competing streaming comparies to agree to its Advanced Streaming Format, which absuld create a standardised system for various multimedia

# streaming. It was a case of hig-fish-eat-little-

It was a case to high investment in fish as Paradigm Music Entertainment, which owns SonicNet, acquired popular online music magnatine Addieted to Noise earlier this year. A few months thereafter, Tele-Communications Inc. (TGI) purchased Paradigm.

When SonicNet revealed its plaza to launch online video-streaming channel Streamland in November, it hecame clear that part of TCI's goal was to invest lizeil in online video.

Anther online video outlet, VidNet (www.vidmetusa.com), stalled after grappling with which streaming technology it should use before launching in late December.

in the Decement Jum TV (www.jamtv.com), the videoheavy music site that howed in March, mergod into Rolling Stone magazine's site at www.rollingstone.com to become the Rolling Stone Network. The new site also recently became the featured music destination for users of internet service provider MindSpring.

# **OOWNLOAD OILENMA**

More controversial, hut equally impressive, were the strides made toward offering digital-quality music for sale over the Internet.

Armod with technologies created by Redwood City, Calif.-hased Liquid Audio, digitally downloadable minic became a reality this year, as companes like NEK began selling suffest this way online. Not to be left out, America Online (AOL) site the Hub announced plans to offer about 1,000 digitally downloadable trucks.

Still, traditional music rotaliers and other industry pundlas voiced concern about the reminifications of online sales for the industry as a whole. Capitol Records, for one, draw considerable ire—and eventuality withdraw its offer—when it planned to rolease the Duran Daras ingle "Electric Barbarellit" through the interact before its would be available at traditional retail.

The project did, however, highlight the potential for value-added online promotions by offering an Internetonly mix of the song.

Artists like M.C. Hammer, meanwhile, were also able to take advantage of the digital pipeline, releasing new material exclusively online.

AT&T entered the digital-downloading arena via its new company, A2B Music, a competitor for Liquid Audio. AT&T partnered with BCA to offer a free, downloadable single of the Verw Pipe's "Reverend Man."

## SECURITY AND LICENSING

With the increased availability of music on the Interest, industry watchdogs have had their hands full trying to find their way out of a quagmine that only got deeper and murkler this year. The Recording Industry Assn. of America filed a trio of usite in June

(Continued on page 52)

# Blockbuster Troubles Reflect Vid Chain Woes

# BY DON JEFFREY

NEW YORK—Despite the presence of a number of publicly held video retail chains, Wall Street directed its sharpest gaze at just are video company in 1897: the industry's behensth, Biochkaster, Although it has not beens stand-slone company since it was acquired several years ago by Viacou. Biochkaster Johanne have colored the financial community's view of ita parent

Analysts and investors, who have driwen down the value of Viacom's stock from nearly \$50 a share to as low us \$25 in the past couple of years, have practically demanded that chairman Summer Redstore dump the troubled retailer.

Prior to last year, Wall Street had looked quite favorably on newly minted public companies like Hollywood Entar-



tainment, Movie Gallery, West Coast Entertainment, Video Update, and Moories. They wore the darlings of the Street, as Unit stock prices sourced on the belief that rentai chains had disproved the prognostications of doomsayres shout the industry's doath due to electronic movie delivery systems. Known as video-on-demand.

But then the business went flat, howie studios were rietaxing more and more titikes into the self-through markets to field a grewing demand by consumers for video extra the self of the gapwort that the video chains were not going to compete profilably with the Wol-Marks and the supermaintent with their lowhail pricing attrategies. To make matters weres, the quality of video titles in the first half of 1967 paids.

Research firm Alexander & Associates reported that video seil-through grew 7.2% in 1966, b510.6 billion, while rental increased 5.5% to \$1.5 billion. But no one was expecting those kinds of gains in 1997, and at least one researcher was predicting a 3% drop in rental revenue.

# THE CONSOLIDATION CONGA

The public video chains kept expanding, though, with consolidation as their matrix. Medium-sited chains became big chains by swallowing up smaller players eager to eash out of a business that perhaps had seen better days. By year's end, two of the fusteot-growing chains. Video Update and Moories, were

# 1997 \* 1N \* REVIEW

planning to merge, although the declining video market had forced a change in the terms of the deal.

Consolidation, meanwhile, waar't communing as rich a price as before. The premium that buyers were willing to pay for video chains had tumbled, from multiples of seven times projected cash flow in the heady late '80e and six times in the mid-'10e to about four times in the resent Moories deal.

No amount of expension, though, has brought the newer public chains close to the coloseus that is Blockburter. At the end of the third quarter, that name spepared on a psynoximatoly 6,000 stores workhvide. Many observors wondered how, with such market dominance, the mighty Blockburter could falter.

Certainly, it was susceptible to the same illness that weakened its smaller competitors. But on top of that were some crucial missteps by its management tesm and parent company.

### WHAT WENT WRONG

Bill Fields, a highly regarded Wal-Mart executive, had been brought in to fix the chain after its pre-accutation management team had left to follow its leader, Wayne Huizenza, into the usedcar husiness. Fields had his plane to turn Blockhuster stores into "home entertainment centers." Video rentala would be just part of the show. In addi tion to videos for sale, there would be masic. A full line of CDs was rolled out into nearly 1,000 units, along with items like candy, soda, and magazines. The additional merchandise didn't just sell poorly: it also took valuable shelf snace away from video. Frustrated customers looking to rent the hig new movie of the weekend left empty-handed and went to one of the competitors. Bendes that, the company initiated a disastrous \$12 million advertising campaign and makeover that later had to be ditched.

As if all that were not bad enough, Bookbuster made a costly relocation of its headquarters from Fort Landerdale, Fin, where Huizengs and company had ruled, to Dallas. A number of executives did not make the move, causing further welter in the ranks.

The second secon

All of this, combined with weaker video releases, resulted in decreases of (Continued on page 68)



## BY DON JEFEREY

RADIO AND VIDEO may be losing their edge as drivers of music sales.

What makes someone wust to buy a record? The usual answers are a song heard on the rudio, a video seen on TV, a review read in a newspaper, or perhors that old standlor, word-of-mouth.

But with never media pressing on people's time and attention, and comparies trying out different methods of marketing, the ways in which people are influenced to buy music may be changing.

Strategic Revert Research a marbeing firm that is a joint venture of Strategic Media Research and the Laft Bark Organization, samples consumer-skying behavior in ir random phone calls throughout the U.S. The phone calls throughout the U.S. The phone calls throughout the U.S. The objects as 64 1000 consumers who hay mask what inflacenced them to purhase their last recording. The results were talleed twice in 5% in February ad Aity, and Vice again hast your.

The data show some interesting shifts.

At the top of the list of influencing factors in all four surveys is "bearing a song on the radio." But the percentage of respondents who mention that element is stoadily and sharply down from 81.9% in early '86, to 78.3% later in the year, to 74.3% in early '87, to 6.5 % in the most present sample. That's a drop of more than 16% in about 18 months-a significant decline.

A more dramatic discrease is noted in the eatsgory "neeting a video." In the eardiest survey, 63.5% say video inflaenced them to buy their inst recerci, in the isster study in '96, the figure falls to 83.8%. Video rebounds to 59% in the Jamsary '97 survey, hat in July only 24.4% are editing it. That's a plaque of more than 21% in less than two years. Accounting for the notice that TV

Accounting for the notion that TV viewership may be greater in the dead of winter than in midsummer, there is still a mighty decline in video as a factor influencing people to buy music.

Why are radio and video seemingly less effective than they were just months earlier?

Mike Lane, an executive with Strategic, believes it's because there are so many other ways now in which consumers can be exposed to music. So if radio and video are down,

what's up? Journalists and lahel publicity

departments will be happy to see that the topic "read about it" shows a meaningful upward move. Only 12.9% of respondents cited the entegory has February, but by July 20.7% of music consumers elaimed to be motivated readers.

(Continued on page 19)

# Audiobook Biz Makes Strides In '97 APA Promotes Product; Ingram Campaign Launched

BY SHAWNEE SMITH

NEW YORK-The audiobook industry made marked stridee toward longevity and stability this year, as the Audio Publishers Assn. (APA) officially adopted "apdiobook" as the accepted term for books on tape at its annual conference this past May The genre was previously referred to as spoken word, spoken andlo. and books on



ing the first week of May. Special events and promotions were planned nationally to increase audiobook awareness among consumere. The Audie finalists were also given special attention.

The APA also expanded its service on its World Wide Web site. www.audiopub.org, in May to include a resource directory and dealer locator service.

Plans for this year's National Audiobook Month are to be announced later this month, according to Grady L. Hesters, presi-dent of the APA and CEO of the Audio Partners Publishing Corp.

The industry received another shot in the arm in May as La Vergne, Tenn, based Ingram Book Co. successfully launched an "Are You Listening" radio, print, billboard, and retail campaign to Denver and Nashville.

Generic in tone, the ads encouraged the concept of listening to audlobooks while doing other activities like driving, exercising, and gardening. Ingram and representatives

from audio publishing bouses



Random House Audio, Simon & Schuster Audio, Bantam Doubleday Dell Audio, Harper Audio, and Time Warner AudioBooks conducted educational seminars for retail reps in April, where strategies were shared. As a result of the training, several stores relocated their audiobook displays and sections, moving them from second- to first-floor visibility.

The training sessions also provided retailers and field sales. reps with "Are You Listening" promotional kits, which included posters, buttons, and introducto-Ingram set up an 800 number to provide interested consumers with additional information

NEW PLAYERS: Time Warner AudioBooks and Time Life jointl joined the audiobook fray with the Time Life AudioBooks imprint. The joint project was developed to release on audio three of Time Life Books' most popular series: "Voices Of The Civil War." "Lost Civilizations." and "Mysteries Of The Unknown," Mercury Records Imprint Mouth Almighty and The New Yorker magazine also put in an audiobook bid this past year

1997 \* IN \* REVIEW with the release of the first of short stories published in the magazine's fiction specials. The CD was titled "The New Yorker Out Loud."

Tommy Boy Records started an imprint called Upsys, which combines epiritual works by authors like Deepak Chopra and Thomas Moore with sniritually unlifting music. The venture also produced a new packaging dubbed the Unavanak, which houses two CDs in the sleeves of a jewel casesized bardcover book of the recorded text.

BIG NAMES: Taking the lead from their bardcover and paper-back book-publishing partners this year, audiobook publishers



had a few big titles that ruled the market. Frank McCourt's unabridged version of "Angela's Ashes," John Grisham's "The Partner," and John Berendt's "Midnight In The Garden Of Good And Exil" were particular titles of note. The latter title prompted an audio-only signing in October at audiobook-exclusive chain Talking Book World.

Ellen Fein and Sherrie Schneider's "The Rules" was received so well in its initial first audiobook release that publisher Time Warner issued a companion, "The Rules II: More Rales To Live And Love By," which was released late

The untimely death of Princess Diana also created a surge for Andrew Morton's previously released titles, "Diana: Her True Story" and "Dians: Her New Life," plus posthumous releases "Dians, Princess Of Wales, Queen Of Hearts-An Audio Tribute," "Dians-A Tribute" (produced by the BBC), "Diana: The Last Year." and "Diana: A Tribute To The People's Princess.

Titles such as these resulted in increased audiobook sales, 7% above 1996's figures through the end of October, Although Hesters believes the large amount of strong titles released at the end of 1996 will be hard to beat, be expects overall sales for 1997 to be a bealtby 7% to 9% over the previous year.

# newsline...

VALLEY RECORD DISTRIBUTORS says it has realigned the company, chang-ing its name to Valley Media Inc. and promoting president Rob Cain to CEO. Cain takes the chief executive's title from Barney Coben, founder of the music and video wholesaler. Cohen will remain chairman of Valley and president of its Valley Entertainment label. The company also operates Star Video Entertainment. It says it has "established a two-division company to encompass our two primary product lines: audio and video." Ken Alterwitz, VP of sales and marketing, will be responsible for sales and marketing of video product as well as audio. Ron Phillips, VP of purchasing, who is responsible for all audio nurrehasing, will now be in charge of video huving as well.

N2X, the online music company, says that its Music Boolevard unit will be the exclusive Internet retailer for the music sites operated by SonicNet, the Internet subsidiary of Paradigm Music Entertainment. The sites include Addicted to Noise. Trouser Press, Chemachine, SmicNet, Streamland, and spercast. Paradigm is set to merge with TCI Music, a unit of cable giant Tele-Communications.

K-TEL INTERNATIONAL reports that it has acouired exclusive home video distribution rights for the U.S. and Mexico for Hearst Entertainment's "Popular Mechanics For Kids," a nationally syndicated children's television program based on the Hearst publication Popular Mechanics.

HYPERBOLE STUDIOS has formed a joint venture with author Stephen King and developer Mainstream Software to creste CD-ROMs based on King's stories. It will be the first time that an unpublished story by King debuts on CD-ROM. HyberBole says that it and Mainstream are seeking financing and distribution for the project.

ROADRUNNER RECORDS, an independent rock label, has formed a pressing and distribution deal with Power Records that marks Roadrunner's expansion into R&B music, Power, which had a hit last year with Freak Nasty's "Da Dip," will release albums in the first quarter by Jake The Flake, South Click, and Cherrelle and singles from 12 Gauge and Freak Nasty.

VIDED SOFTWARE DEALERS ASSN. (VSDA) says that John Antioco, the new

chairman/CEO of Blockbuster Entertainment, has been appointed to the VSDA board of directors. Also appointed to the heard was Churk van der Lee of Rogers Video in Canada. In other news, the trade organization's board says it has approved a new proposal for a Canadian VSDA.



Under the arrangement, there will be a full-time office in Canada headed by a VP for Canadian operations who will report to the pres-

RECOTON, the marketer of consumer electronics accessories, says it has purchased the assets of Capa Industries, an audio-electronics design and manufacturing company based in Valencia, Calif., for an undisclosed price. The company says the acquisition will "strengthen our design and manu facturing, while at the same time allow us to grow our product base in both the car audio and home audio categories.

NATIONAL ASSN. OF RECORDING MERCHANDISERS (NARM) approximent that Richard Branson, founder and chairman of the Virgin Group, will deliver the keynote address March 15 during NARM's 1986 convention in San Francisco. At the closing session March 17, Phil Ramone, president of N2K Encoded Music, will speak. Among the acts set to perform at the convention are the Mavericks, Diana Krall, Sister Hazel, Jeff Foxworthy, and Ricardo Lemvo. Dick Clark will host the 40th-anniversary banquet and awards pre-

ALLIED DIGITAL TECHNDLOGIES, a replicator of CDs and cassettes, reports that net profit more than doubled to

\$1.1 million in the first fiscal ouarter on a 15% rise in revenue to \$49 million. The company says the results "reflect the cost cutting that has been accom plished over the past year and our aggressive sales and marketing



ets." Allied also announces that it has acquired Denver Dubbing, a video daplicator based in Englewood, Colo., for an undisclosed amount of cash.

CHRISTIE'S, the auction house, will hold a pop memorabilia sale Feb. 4 in New York that will includes pieces owned by such acts as the Beatles, Janis Joplin, Boh Marley, and the Rolling Stones. Among the articles to be surticed in the Gibson acoustic guitar used by country music pioneer Hank Williams.

A2B MUSIC, the online music company formed by telecommunications com pany AT&T has offered its second free downloadable single to consumers-V's rendition of "O Holy Night" from its RCA album "A Special Christ mas." The single was available through Jan. 5. A2B's site also included a digital coupen that could be redeemed at Camelot stores or online through Masic Boulevard. The first downloaded single from A2B was from the Verve Pipe album on RCA.

# EXECUTIVE TURNTABLE

**DISTRIBUTION**, Provident Music Distribution in Nashville names Beth Gregnry field account rep. She was field sales rep at Benson Music Group

**RED** Distribution appoints John in Cleveland and Victoria Kornsi. manager, national accounts, in Minneapolis. They were, respectively. Cleveland branch manager at Independent National Distributors Inc. and Cleveland sales rep at

Jamiesan Grilln is named hiphop sales rep at Big Daddy Distribution in Maplewood, N.J. He was president at Bi-Coastal Promo-

**RELATED FIELDS**, Nadia Bronson is promoted to president, international marketing, at Universal Pictures in Universal City, Calif. She was executive vice VP, international marketing.

Viacom Inc. in New York names Martin M. Shes senior VP of investor relations. He was senior



VP of corporate communications at Triare Companies Inc.

Ticketmaster Online in New York names Gregnry Bauer VP of advertising sales. He was VP of regional sales at Softbank Inter-active Marketing Inc.

HDME VIDED, Marshall Forster is promoted to senior VP at Columbia TriStar Home Video-Canada in Toronto, He was VP.

ENTER\*ACTIVE, James Grunke is appointed president/CEO at Hotz Interactive. He was director of audio at OnLive Technologies.

48

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Billboard.

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O Albums with the greatest sales gave this were ● Recording Industry Asis. Of America (IRAA) certification for sales of 200,000 units. ▲ RNAA certification for sales of 1 million units with each additional million indicated by a numeral following the greatest. All situam see additional million indicates with the to available of 258, 8000xx4871C commendations, line.

# BUY CYCLES

**JANUARY 10, 199** 

a lla suma a

(Continued from page §7) Another gainer comes under the beading "sign/sd." That is cited by 21.5% in July—up from 20% in Febru-

21.0% in July—up room 30% in reorary and 14.0% the year before. The estepary does not distinguish between the kinns of aids. Bat more and more labels have been advertising on TV despite its high eosts—and soor there is soons suitaistical evidence that the investment may be paying off. Advertising in rewspapers and magazines may be producing the desired effect. too.

Distribution executives have long. Distribution executives have long been saying that they would like to see the cooperative advertising encoupt they give to retainters used more for a scatul out of-store altophay and discount known as price and positioning. Record companies argue that it is more important to drive customers into stores to hay sensetting than to try to persuade them ones they're the to open their walket. In fact, the research indicates that "store display" is waning as a motivator to buy records. In the most recent survey, 36.4% mention it; a year earlier the figure was 42%.

Besides radio and video, there are two other categories that have taken sharp declines as influencers of sales.

One is "seeing a performance on TW In Februry 1996 that is singled out by 25.7% of respondents. But is summer by 1259 were charged in the seeins the belief that appearances by arcticle on the one of the second second second second resp. OBsien, and O'Dhanell more constructions to hay lots of alternar. There rays call records. So why this normally appeared in second. So why this normally the resurches may they will be watching this fracted in the next survey.

Another element that has elded as a

means of influence is word-of-mouth. In early 1986, 37.3% of consumers were citing that as motivation for buying; in the summer of 1997, only 23.9% agreed with that.

If you have followed these sumbers and changes so far, you may have decreases in percentage points than increases. Since the poil allows consumers to last more than our factor as having inflament their buying decision, the recent results indicate that these suppers are narrowing their choices and becoming clearer about what motvates than.

And what about the new media? The Internet shows up only on one survey, the one taken last July, when 4% of respondents say it influenced them to buy a record. But observers say that this is the category to watch in subsequent surveys.



# Merchants & Marketing

# **Venerable Sony Chairman Smith Retires**

CH-ICH-CHANGES: The charging of the guard at Stop Munic Distribution, couple of years, rescaled at milletone in the last of the stop of the stop of the stop of senior VP of marketing Tam McGuinness and chairman. Paul Smith, who has the distribution of the distribution, low-22, ultimotive distributions of the Starth, who has the distribution of the McGuinness and chairman, Paul Smith, who has the distribution of the Starth, who has the distribution of the Starth seys that beginning Am. 1 hindeal is for threse years, and Soay insiders may be will be available on an anison-duly basis, hould be be needed.

In leaving distribution, he is turning over the company to his handphiced successor, Danny Tarbrough, who was named president of Scorg Music Distribution in May 1994. Since being manned president, Marbrough has increasingly assumed more responsibilities, and it was clear at the recent regional conferences that he was running the day-today show at the company.

Smith, citing Yarbrough and two other senior managers, senior VP of branch distribution John Murphy and zenior VP of sales Craig Applequist, says that with that triumvirute, he is leaving distribution in "good hands."

Well, it should be in good hands. They had a great teacher in Smith.

"Paul Smith is one of the towering figures in our business and a genuine treasure," says Thumas Mottola, president/COO of Sony Music Entertainment. "He has played a crucial role in the success and growth of Sony Music and an even larger role in the development of music distribution as we know it...The greatest compliance I can pay Paul is that his accompliance to a supbecome the standard against which every distributor is measured."

Back when Smith began his career in the music business, the modern distribution system was just a gleam in his cye. His first job in the business was working in an appliance store in St. Loais, which had a

amail section of records. In 1968, Columbia approached

bis approached Smith about working for the company and hired him in June of that year to get its main hardware into non-sceli

ance stores and non-record stores.

Over the rest 18 mentils, he opened should be account, reports Smith. After accouptishing that, Smith decided to diversify his shills and began learning about the record business, working radio pronoision end aya week. At the point, distribution hundled but necessit and and hardware, and he was named branch manager in St. Louis, in 1950, headin hardware, and he was named branch manager in St. Chicago and served there until 1951, M chicago and served there until the served must be account in hardwar. So he moved to New York and formed a fuel force

with district managers for audio hardwate.

ware. "But my heart never left the record business," he states. In 1970, he was named New York branch manager, and then in 1972 be became Northeast reglocal sales director; in 1974, he was appointed VP of sales and distribution for CBS Records.

Through the early '70s, CBS sold music via a mixture of branches and about 13 independent distributors. At this point, coincid-

ing with a similar shift going on at what would become WEA, Smith ended the company's affliation with independents and abited

the company's forus to totally relying on its branches. And the rest, as they say is history.

As music retail changed, Smith oursaw many changes in distribution. At one point, the company was expanded to 21 branches and five regions. At other points, like in the early '80s when the industry was going through hard times, distribution was downsized to nine branches and a ratiopal account offles.

Through the rest of the '996, Song, along with WEA, was generally the leader on any issue facing distribution. It remember an observation that the bead of another major distributor mode in the early '900 MEar assessing how each of the majors had confronted a thorary problem that had been negatively affecting their business a few months earlier. He said that Song was the first of the siz majors to make a police on the issue.

"In retrospect," he said, "the Sony policy is the cleanest solution for both us and the accounts. [The majors] would have been better off just enoving the Sony policy. After all, Smith and those guys invented the record business."

LOOK FOR Camelot Music to rocktrival come February. In December, its reorganization plan was confirmed, paving the way for the 300-unit, North Canton, Ohio-based chain to emerge from Chapter 11 sometime before the end of Jamary (Bilboard Balletin, Dec. 15, 1997).

Michael Bloom, a partner in the Pbiladelphia-based law firm of Morgan, Lawis & Bockins, which represented the six majors in their elim against Carnelse, reports that 961% of the general unsecured creditors, representing 97.55% of the dollar amount due these creditors, voted in favor of confirming the plans. He described that as a "staggering tote Or confidence" for Carnels a management.

In other Cameloi news, management is said to have told the court that it has signed a definitive purchase agreement to nequire the 150-anit Wall chain, following up on the letter of intent it signed in late October.

MAKING TRACKS: Look for Blockbaster Entertainment to name Larry Gaines, formerly president of Modia Play and senior VP of the Musichand Group, president of music operations.

"Gree Runney, formerly senier VP of the major account groups at EMI Music Distribution, is ramed excestive VP of askas and marketing (Billboard Builetin, Dec. 12, 1987). In other changes at the company, Briggs Ferguson, formerly VP of catalog development at EMI-Capited Entertationment. Properties, is being version Alance Ferger Statement WP of field marketing, has left becommany according to bource.









BILLICARD JANUARY 10, 1998

# Merchants & Marketing

# Goodbye REP Co., Hello Ryko Distribution Partners

RYKO ON THE GO: We can now refer to the REP Co. as "the Distributor Formerly Known as REP"

In December, the Salam, Massbased firm started doing business as Ryko Distribution Partners. The new handle reflects the fact that the wholesale firm is operated by infile label parcet Rykolics. (Those with leng memories will recall that REP waven the EartSide Dippla and Precision Sound, the three original partners in the firm. Rander agits from REP years ago, Best Side was a Rykolics eublading; and Precision was absorbed when the national distribution company was formed.)

Besides the new name, Rykotraditionally a distributor that has bandled a very small number of labels-has acquired several new exclusive contracts (Billboard Bulletin, Dec. 15).

Foremost among these is the Concord Jazz family of labels, which includes Blues Alliance, Jazz Alliance, Chick Coren's Stretch Records, and the Latin imprint Picante.

Based in Concret, Calif., Concord Janz is owned by Alliance Entertainment Corp., which previously distributed the label through its Independent National Distributors for Chapter 11 bankraptey protection in July, is fedding 1ND1 in the first quarter of the year. The parent company has already said that it ubble operation Cauthe Co are in the tibles operation Cauthe Co are in the tibles operation Cauthe Co are in the generation.

An informed source indicates that An informed source indicates that Ryko's contract with Concord is for year. It's uncertain whether the label family will remain on the indic side after that; sources any that Alliance has been talking to both major and independent suitors shout a sale.

Ryko has also added to its list 32 Records, the catalog-oriented jazz label based in New York and founded in 1996 by Robert Miller and producer Joel Dorn. The label shifts from M.S. Distributing in Hanswer Park, III.

The first releases from 32 under the part will arrive Feb. 34 and will be part of a new arrangement with BionoAltantic, in which Dern has BionoAltantic, in which Dern has Derouleed for Attacks [Records for produced for Attacks [Records for reconfigured as two-GD sets, with each CD comprising two LP. The February titles will be parkaged by as men David "Pathead" Nerman and Hank CrawFord; these will be followed in April by collections followed history and the parkaged by assert Latest, Eddie Harris, and Mase Allison.

In early '98, 32 will also release a two-CD Tom Jones collection and a compilation of sides from two LPs by the outstanding jazz guitarist Pat Martino.

Finally, Ryko Distribution is also exclusively dealing Discipline Global Music, the U.K.-based isbel opernied by guitarist Robert Pripp. The label's entalog includes Fripp's solo projects; titles by Fripp's hands King Crimmon and the League Of



by Chris Morris

Gentlemen; Crimson drammer Bill Bruford; and the grand English singer/songwriter and eccentric Peter Hamill.

G OOD NEWS FROM 1THACA: The most welcome Christmas card we received this past boliday season arrived from Johnny Dowd, the Ithaca, NY, moving man and muician whose intense album "Wrong Side Of Memphis" was our jeck for record of the year in 3" (Biblioard, Deckarations of Independents, Oct. 18).

Since we wrote about the album in this space (and forced the record on like-minded scribes with slightby askew tastes, like Tower Palled diltor Jacksom Griffith). Dowed has guraneed scome attention within the industry, and that attention has apparently paid off. In his Yule tide missive. Dowd

In his Yuletide missive, Dord reported that "Wrong Side Of Memphis"—which be originally pressed up and released himself--has been picked up for distribution by the new Chicago-based nide Icheckered Past Records. He also said that LA-based Bug Music was exploring the possibility of handling his publishing.

With any luck, Dowd's dark, disquieting musle will reach a wider audience in 1998-and that's the best news we could have received for the holidays. If you haven't heard "Wrong Side Of Memphia" yet (and, given its limited distribution so far, you probably haven't), take advantage of Checkered Past's wider release. We're sure you haven't heard anything quite libs it.

THE BOARDWALK REVISITED: It was too easy to take Ted Hawkins for granted. For years, Hawkins sang for spare change on the oceanside hoardwalk in Venice. Calif.; then, after the Third Street Promenade in nearby Santa Monica became the commercial hub of L.A.'s west side, he relocated there. Week in and week out, you could find Hawkins sitting on an upended milk crate with a brass spittoon (for tips) on the sidewalk nearby, play ing his beat-up guitar with a gloved hand, bawling out his own songs and a vast repertoire of covers in a soarse yet powerful voice that could be heard for a city block

Hawkins died of complications from a stroke on New Year's Day 1995, months after Geffen had released his first major-inheid album, "The Next Hundred Years" (Billboard, Jan. 14, 1993). Later that year, the indie label Evidence Muie in Considordeen, Fa, issued "Soage from 1955 sensions by Harbart whe from 1955 sensions by Harbart whe for Munder Records during the S98 (Billboard, Nov. 25, 1986).

Evidence VP Jerry Gordon is a true believer in Hawkins' music, and on Jan. 13, the label will release "The Final Tour," a delectable set of hitherto unreleased 1994 concert performances by Hawkins, who embarked on bis most extensive road work that year to support the Geffen album. Evidence secured the tapes from Geffen and compiled the album in cooperation with Hawkins' manager, Nancy Meyer of the Cameron organization, and his widow, Elizabeth Hawkins.

"The Final Tonr" will hit stores at a propitious time: On the same date, Rhino Records will release the first comprehensive Hawkins rotrospective, the 20-track "Sulfer No More: The Ted Hawkins Story."

Gordon sent Declarations of Independents an advance copy of "The Final Tour," and it's a beauty. Drawn from shows in Santa Monica (at McCabe's Gnitar Shop), the University of Wisconsin in Madison, and a club in Wenatchee, Wasb., it eaptures Hawkins at his potent best. The singer offers such stirring originals as "Watch Your Step." "Sorry You're Sick," and "Ladder Of Success" and Upically rousing covers of Webb Pierce's "There Stands The Glass," Jesse Winchester's "Biloxi," and John Fogerty's "Long As I Can See The Light."

Hawkini 'music will also be featured in a different context this month His studio version of "There Stands The Glass" will be included on "From Where I Stand: The Black Experience In Country Music," a three-CD compilation from the Country Music Foundation, to be released Jan. 27 through Warner Bros.





New Accounts 1-800-635-9082 • 1-954-255-4566 • Fax 1-954-340-7641



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# Merchants & Marketina

# NEW MEDIA COS. TAKE THE PLUNGE (Continued from page 47

against World Wide Web sites that were allowing users to download unauthorized tracks by acts like the Beatles and Nirvara

The music industry cited President Clinton's signing of the No Electronic Theft Act as a major victory. The new law prevents individuals from downloading copyrighted material over the Internet, even if they claim no profit from the activity.

Meanwhile, digital copyright treaties (the World Intellectual Property Organization (WIPO) Copyright Treaty and the WIPO Performan and Phonograms Trenty) introduced in the House of Representatives and the Senate ran headlong into debate. thanks to policies contradictory to Europe's Copyright Directive. Telephone, Internet, and online service provider companies have also been calline for changes.

Hoping to at least tally unchecked music use over the Net, BMI launched its automated search and retrieval unit, MusicBot, to track the use of music online.

### FAN ING THE FLAME

Fan sites also came under fire this year, as labels took issue with the previously unchecked use of audio and video samples and other convrighted materials. Onsis' management company Ignition sparked a major debate when it threatened legal action against more than 100 fan sites using unau-

Fans also seemed pesky to labels when they started leaking material from albums that had not yet been released commercially. U2's entire "Pop" album was unofficially hunched online

More recently, Syracuse University student Josh Wardell found himself on the receiving end of a cease-and-desist order from Epic's lawyers for broad casting leaked material from Pearl Jam's forthcoming album, "Yield." Still, other artists embraced the

Internet. A, for example, chose to by pass

record label machinery, releasing his triple-CD collection, "The Crystal Ball," exclusively though an 800 number and his Web site at http:// www.lowdoneanother.com

## DNLINE RETAILERS VALIDATED

The potential for greater online tic sales revenue was given a green light by Wall Street, which strongly backed N2K's initial public offering Oct. 17. Following hot in pursuit was CDnow, which filed to go public with the Securities and Exchange Commis-

Both companies have esseriv been

making alliances with countless Internet service providers, search engines, record labels, and other online compa-

Other important developments in online retail included the debut of customized mail-order CDs though companies like SuperSonic Boom and the Music Connection.

# TODAY PC, TOMORROW TV

While the promise of high-speed Web access through television set-top boxes may be years off from manifest ing itself widely approximents made in 37 indicated that cable and technology companies are stepping up their efforts to close the divide between TV and cyberspace

In addition to companies like Thomson Consumer Electronics and Zenith which issunched new set-top units this paved by providers like cable giant invest several billion dollars in the parchasing and installation of digital set top units for millions of subscribes

Meanwhile, TCI's partially owned @ Home Network bulked up its content coverage this year by aligning with companies like CINET and the Microsoft Network.

Network Computer Inc., which is owned jointly by Oracle and Netscap also moved forward, partnering with communications company Scientific-Atlanta to develop interactive television applications for the latter's set-top units.

# HUROLES CLEARED

After suffering an image crisis related to technology issues in '96 enhanced CDs (ECDs) staged a raily this year. Major labels rediscovered the format and committed themselves to its development

Sony boosted its participation in the ECD market, promising to add multimedia content to a greater number of albums issued by its affiliate labels

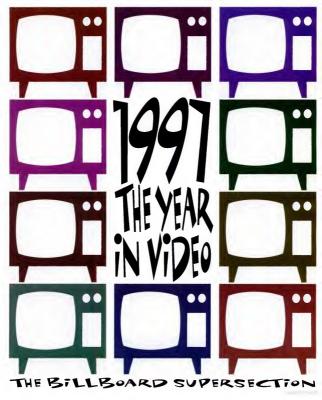
Major players such as BMG, Atlantic Records, and Sony Music also found a new revenue stream by offering software for Internet service providers like Earth Link, Prodigy, and AOL or large portions of their CD and/or ECD releases.

Another hurdle was cleared last year as companies like IBM, Toshiba, and Diamond Multimedia began selling the first generation of DVD-ROM players. While the hardware reliest saffered its share of setbacks last year dae to concerns over copyright and compatibility from the limited number of software programs developed for the format.

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# BY SETH GOLDSTEIN

he deed is done: Sell-through and rental had equal shares of a \$14 bil-Ion to \$15 billion

rendered its lock on first place, and the significance of that surrender isn't lost on the food chain stretching from suppliers to distribution, retailers and the public.

In fact, the business locus shifted to Best Buy, Wal-Mart, Sunccast, Tower Video and the like, which move hundreds of millions of copies-old movies and new-every year. "Rentailers," the dominant force in the Video Software Dealers Assn., have never cottoned to sell-through, except of "previ-ously viewed" cassettes.

There are exceptions, even big ones such as Blockbuster and Wes Coast Entertainment, but VSDA's rank and file have never accounted for more than 35% to 40% of sellthrough volume. The attitude is bound to change: Last year, rental suffered its second year of declining revenues in the past three Dollar volume was off an estimated 5% to 7%, similar to the decline registered in 1995.

### SAVING A SINKING SHIP

Various studios spent much of 1997 trying to reli vigorate the rental cash cow. Several are considering revenue-sharing variants of Rentrak's pay-per-transaction scheme-including Warner Home Video, which in November instituted a complex bonus scheme that would give retailers who achieve goals free goods equal to 20% of purchases.

However, many observers cor sider such programs akin to re-arranging the deck chairs on the Rental will continue to founder, they predict, unless sellthrough comes to the rescue. According to New York consultancy Alexander & Associates, a revival in the fourth quarter of 1997 and beyond rests on the success of a dozen or so direct-to-sell-through titles like "The Lost World: Jurassic Park\* and "Men In Black

Video stores stocked up on these movies, giving customers what they wanted, and simultaneously helped replace diminished mass-merchant urchases. Wal-Mart and Kmart haven't lost their taste for sellthrough, but they are experiencing trouble digesting the flood of action-adventure movies and comedies, many of them R-rated, replacing family features

Those categories haven't generated the same purchase appetite," notes Alexander president Bob Alexander. At the same time, home video "has been over-supplied with children's product." The only big theatrical title in 1997 to meet all the old requirements is Disney's "George Of The Jungle."

Alexander thinks the mass mer-



"Soul Food" satafies the self-through appende

chants, which usually corner 35% to 40% of holiday sell-through vol-"haven't made the transition yet. They're still right in the mid-dle." Until the changeover is com-plete, rental is likely to take up some of the slack, in his view. On the eve of the holiday season, Alexander predicted that nearly 50 million copies of the eight direct-tosell-thro igh features that each grossed \$100 million or more thestrically would be rented heavily However it's done. Hollywood is

counting on low prices to move product. Exhibit A was the flood of lirect-to-sell-through releases that hit the market in the fourth quarter or have been announced for early 1998. Long gone are the days when a mainstream theatrical release had to gross \$100 million or more at the box office to qualify for under-\$25 video release Nowadays, almost anything goes.

prossed under \$50 million, 20th Century Fox Home Entertainment didn't hesitate announcing a family movie with an all-black cast for sellthrough. The reason wasn't hard to fathom: In 1996, Fox racked up sales of between 4 million and 5 million copies of "Waiting To Exanother all-black feature with cross-over appeal. The studio sees no problem in lightning striking twice. Both titles are R-rated, once anotherna to the mass merchants.

New Line Home Video pondered sell-through for PG-13-rated "Austin Powers, International Man Of Mystery" before deciding to take the \$50-million title to rental. The decision may have been a mistake Sources indicate orders were under badeet.

Fox and others cager to exploit sell-through were once accused of leaving money on the table, since a good rental harvest could always be followed by a healthy crop of repriced cassettes six months Liter at's no longer guaranteed: More than ever, pricing starts at \$20 and stages, to under \$10. drops, in Perhaps the best example of the impact sell-through can have on the bottom line is Columbia TriStar Home Video. The 1997 poster child for aggres-

sive marketing, the studio is enjoying the fruits of three potent releas-"Men In Black. "My Best Friend's Wedding" and "Air Force One," Sales of the first two have hoisted Columbia a couple of notches above its 1996 fifth-place finish in the home-video revenue sweepstakes. The third will be a presidential takeoff in 1998. For Columbia, it's 180 degrees away om rental

Once the laggard in sell-through, the studio is pursuing sales, occa sionally with titles that never would have qualified before. In the old days, "Buddy," the movie about a baby gorilla raised by an eccentric socialise that grossed \$11 million would have been rental fodder. When it streets in January, "Buddy" will carry a \$14.95 minimum advertised price.

Limited theatrical expos couple of weeks on a handful of screens—once gave B movies a rental sheen. Columbia followed that strategy for "Aaron's Magic Village " an animated adaptation of Bashevis Singer's children's stories, yet released it instead at \$19.95 suggested list. Warner Home Video gave similar treat-ment to a boy-and-his-dog feature, "Shiloh," and moved 2.5 million to 3 million copies.

Warner and Fox remain sellthrough powerhouses, but Disney still lords it over everyone. A Buena Home Video press book Vista issued recently lays out a release schedule through March. While no release stronger than in previous years. lineup is potent enough to fend off pretenders to the throne.

The big confrontation will be etween the cassette reissue of "The Little Mermaid" and the release of Fox's "Anastasia," its first animated feature

Some vendors are pulling back rather than face the bruising com-petition for shelf space. Hearst Magazines, for example, which has had a strong video presence for years, has reduced its roster of company-produced titles to "zero, savs senior VP David Graff. Home video "is just another form of syndication. We've changed our way of doing business."

# Top Video Sales

# Pos. TITLE-Distributing Label

- **1 REVERDANCE THE SNOW**ntvio TaStor Home Video
- 2 LORD OF THE DANCE-Polylican
- 3 INDEPENDENCE DAY-Forvideo 4 JERRY MAGUIRE-Columbia
- S 101 DALMATIANS-Buene Wete
- Some Wideo
- TOY STORY-- Sweap Wate Home Wideo
- B BAHEI-Burne Viste Home Video 9 STAR WARS TRILOGY - SPECIAL
- OTTON-Facilities 10 THE NUNCNBACK OF NOTRE
- DAME-Suena Vista Home Video 11 FARGD-PolyGram Video
- 12 THE NUTTY PROFESSOR
- 13 HISSION: IMPOSSIBLE-Parproaunt Home Video
- 14 SPAWN -- Womer Home Video
- GREASE-Paramount Home Video 16 THE ROCK-Buene Vista Home
- 17 FARRAN FAWCETT: ALL OF ME-Universal Music Video Dita
- 18 TWISTER-Womer Home Video 19 PLAYBOY'S VOLUPTUOUS
- VEXENS-Universal Music Video
- 20 SLEEPING BEAUTY-Buono Visto Nome Video
- 21 JURASSIC PARK-Universal utios Home Video
- 22 DAS BOOT THE DIRECTOR'S CUT-Columbia TriStor Home Video
- 23 PINK FLAMINGOS-Womer Home
- 24 JAMES AND THE GLANT PEACH-Burne Viste Home Video
- 25 FUN AND FANCY FREE-Buend Visto Barne Video 26 LIAR LIAR-Universal Studios
- 27 MATILOA -Columbia TriStor Hame
- 28 311: ENLARGED TO SNOW
- DETAIL-PolyGram Vide
- 29 JUNGLE 2 JUNGLE-Bueno Vista
- 30 VERTIGO-Universal Studias Home
- 31 THE FIRST WIVES CLUBnt Nome Vide
- 32 NAPPY GILMORE-Universal Studios Home Video
- 33 POON'S GRAND ADVENTURE Bueno Vista Home Video
- 34 CASINO-Universal Studios Home
- I'M BOUT IT-Priority Video 36 BRAVEHEART-Paramount Home
- 37 THE BIRDCAGE-Homer Home
- 38 FLY AWAY NDHE-Columbio
- TriStor Home Video 39 FLEETWOOD MAC: THE DANCE-Warner Reprise Video

Continued on page 63 video





RIVERDANCE: No. 1 Video Seins

40 PLAYBOY CELEBRITY

- CENTERFOLD: SNANNON TWEED-Henergal Music Video Dist
- 41 AR FAR: THE LAST SHOULT-PolyGreen Video
- 42 WILLIAM SNAKESPEARE'S ROMED & JULIET-Farifideo
- 43 DUNE -thingral Studios Home
- 44 E.T. THE EXTRA-TERRESTRIAL-Universel Studios Home Video
- 45 THUG IMMORTAL TUPAC SNAKUR STORY-Xenon
- 46 COPS: TOO NOT FOR TV!-- MVP
- 47 THE GODFATHER -- Paramount 48 PLAYEDY'S SPRING BREAK-
- Universal Music Video Dia 49 PLAYEDY: 1997 PLAYMATE OF
- THE YEAR-Universal Music Video
- 50 THE WALLACE AND GROMIT GIFT SET-ForVideo
- **51 WALLACE AND GROMIT: A CLOSE** SHAVE-fortide
- S2 TURBO A POWER RANGERS HOVIE-Sariadeo
- 53 DLIVER & COMPANY-Suchs Visto Hame Video
- S4 ALANIS HORISSETTE: JAGGED LITTLE PILL, LIVE-Worner e Mid
- 55 THE ROLLING STONES ROCK & ROLL CIRCUS-ASKCO Video
- 56 THE JUNGLE BOOK: 30TH ANNIVERSARY-Supro Visto Home Video
- 57 NONEY WE SADUNK DURSELVES-Boene Visto Home
- S8 NARRIET THE SPY-Paramount Home Video
- 59 PLAYBOY'S TWINS & SISTERS -Universal Music Video Dist.
- BATMAN & ROBIN-Harper Home
- **61 THE ADVENTURES DF** PINOCCNIO-Womer Home Video
- 62 CASPER, A SPIRITED REGINNING-forWe 63 DIANA: THE PEOPLE'S
- PRINCESS-MUP Home
- 64 12 HONKEYS-Universal Studios Home Video

56

**Uptical Disc Corporation** ding Co., Ltd. .BMG.Sonopress Allied Digital Technologies Corporation Mer Americ Disc USA Inc. Americ Disc inc. EMI Music Mi AstralTech Americas, Inc. Toshiba EMi Optrom, Inc. Natio Capitoi-EMI Music, Inc. Princo Corporation Clinram, Ltd. Plextu CD Plextor Corp. dam ont audio iim ited Denon Corps on (USA) Zomax Optical Media Digital Audio Techno gies Austra ia Disc Am P+O Compact Disc (Germany) Distribution North America Eva-Tone. Inc. Teichiku Records Co., Ltd. Feng Sheng Technology Co., Ltd. Fuji Photo Film C Fujitsu Limited Hitachi Maxell, Ltd. Hitachi, Ltd. Japan Optical Disc Corp. Sony CD JVC Victor Company Producers Color Service, Inc. Kuraray Co., Ltd. Start L cera Corporation Matsushita El es Co., Ltd. MPO Disque Com Mayking Records Ltd. Memory-T litsubishi Electric Corporati ony Corporation MPO Disc shi Plastics Industr e Americ Fuji Photo Fiir e & Disc Inc. Disc Am lisc NEC Corporation ronics, Ltd. Nikon Corport on Columbia Company, Ltd. **Disc Corporation Optron** P+O Compact Disc P+O Com any) Pioneer Video Corpo **Pioneer Electronics Corporati** Alextor Corp. Princo Corporati Fuji Photo Film Co., Ltd. Producers rice, Inc. Sanyo Laser Products Op Sanyo Mavic-Media Co., Ltd. Sanyo Electric Co., Ltd. Shinano Kenshi Co., Ltd. Ca Siam CD Sony Corporation Sony DADC Start Lab inc. Taiyo Yuden Co., Ltd. ne, Inc. TDK Corporation Technidisc Tecno CD National Tape & Disc Inc. way Co., Ltd. Te oh Corporation Toyo Recording Co., Ltd. Sanyo Laser Pro an Specialty Packaging Trojan Lithograph Corporation Capitol-EM' stralia US Optical Disc Inc. Zomax Op tical Me hita Electric industries Co., Ltd. Americ Disc USA Inc. KAO Corporation Memory-Tech Corporation Cinram, L\* hi Plastics Ind stries Limited MPO Disou Mitsubishi Chemical Corporation Denon NEC Home Electronics, Ltd. C+

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# DVD VS. DIVX

Just As The New Format Makes Its Big Debut, An "Evil Twin" Is Ready To Rumble

# BY SETH GOLDSTEIN

upporters of DVD must often feel like asking that Job-like query, "With friends like this, who needs enemies?" Here's a spanking-new home-entertainment format, ready to enjoy its first Christmas selling 503501 -only to be undercut by a new home-entertainment format from the same hi-tech stable.

It's no matter that Divx, known as Zoom TV, won't be in stores any earlier than the second half of 1998. The very announcement of the pay-per-use, disposable system confuses a marketplace already chock-full of ways to watch movies. DVD has had enough trou ble getting into stores and still lacks the participation of two Hollywood studios-20th Century Fox and In fact, DVD and Divx (a joint

venture of Circuit City Stores and Los Angeles entertainment law firm Ziffren, Brittenham, Branca & Fischer) are in a relationship bizarre even by Hollywood standards Because it would allow customers to bypass its members, Video Software Dealers Assn. president Jeffrey Eves described Divx as DVD's "evil twin in the advance text of his state-ofthe-industry speech delivered during the VSDA conference in Las Vegas in July.

Nevertheless, Circuit City chair man Richard Sharp has said DVD and Divx can coexist. Divx, at the very least, benefits from the DVD hoopla now spreading into the con sumer press. But Sharp has also made it dear he thinks DVD is fail ing in the marketplace just months after its debut

In a New York Times story describ ١g. both formats, Sharp said only 50,000 DVD players had sold by mid-October. The analysis may not hold up, however.

Sharp's figures were well below the DVD camp's estimate of 100.000 to 120,000 units in consumer hands and trailed the Consamer Electronics Manufacturers Assn.'s report that 200,000 players had been delivered to retailers since March. Trade observers through. CEMA projects a ship-ment of 400,000 players for calendar 1997

The count is nowhere near the 2 million anticipated by starry-eyed manufacturers a year ago, but it's good enough for CEMA to proclaim DVD as a new-technology winner. Noting that VCRs didn't top 200,000 units until 1977, two years after the first Betamax went on sale CEMA says that, by DVD's second anniversary, deliveries will top 1.4 million-six times the comparable achievements of CD players.

DVD and Divx are expected to have an intramural face-off at CEMA's International Consumer Electronics Show in Las Vegas, Jan. 8-11. The DVD Video Group, with more than 30 full and associate members, has taken a 900-squarefoot booth to exhibit every player and as much software as the space will hold, says spokeswoman Amy



Donner. DVG is hosting a party Jan. 9 that should draw most of its men bership, including the newest studio addition, Disney's Buena Vista Home Video.

Buena Vista, meanwhile, is one of four studios that have announced support for Divx, which should also have a presence at CES. Divx iment, the developer, had planned its own exhibit, displaying a working prototype in public for the first time. However, Zenith likely will host demonstrations of the Divx player it's preparing to manu-

As to what the hardware will play, Divx Entertainment plans to an-nounce during the show the first 100 titles from Disney, Universal, Paramount, DreamWorks and per haps others. DreamWorks has little going for it except "The Peace-maker," but studio partner Steven Spielberg also owns Amblin Entertainment and an impressive roster of titles that its theatrical and home video distributors. Universal and Columbia Tristar, would dearly love to have on five-inch discs.

The question is, which format? Farlier, Amblin cancelled Univer sal's release of five features already announced for DVD, including Jurassic Park," "Back To The Future," "Casper," "The Flintstones" and "Land Before Time." Later, Ambhn pulled the plug on Columbia's "Men In Black." The reason is piracy.

Spielberg and Lucasfilms' George Lucas have been concerned that, without proper encoding, discs could be used to make pictureperfect copies. Many in Hollywoo doubt DVD copy protection is fool-proof-precisely why Lucas has prevented Paramount from releasing his "Indiana Jones" titles and Fox his "Star Wars" trilogy, sources indicate. Divx, which boasts stringent copy controls, might be the answer, and the big winner.

DVD currently is the undisouted front-runner. With the field to itself, the DVD Video Group has launched a promotional effort to win the consumers' hearts, minds and purchasing power. One obstacle DVD must over-

come is the perception that relativ ly few titles are available. The majors, except for Warner and Columbia, have been slow to ship, independent suppliers, however, led by Simitar Entertainment in Minneapolis, are rushing to fill the gap, in effect grabbing sales before Hollswood exercises its usual domi-DVG has established a Web site

(www.dvdvideogroup.com), which listed more than 600 DVD programs as of early November.

Disney is ignoring its animation classics, which may be slated for Divx, but nonetheless will be giving consumers fair value. Five of the titles each grossed more than \$100 million at the box office, among them "Ransom," "Phenomenon and "George Of The Jungle"; the other three-"Tombstone, "Home ward Bound: The Incredible Journey' and "Nightmare Before Christmas"—were solid performers. "George Of The Jungle" and "Air Force One" art scheduled to be released day-and-date with the VHS editions-further indication the studios are taking DVD seriously.

But is it serious enough? Not according to Boston-based Forrester Research. In a study entitled "DVD's New Content Model," Forrester argues that DVD will be a smash-in personal computers. estimates the installed base in 2005 for PCs equipped with DVD-RAM will total 53.3 million units. More than 18,000 programs should be available to feed those drives, says Forrester senior analyst Mark Hardie, who wrote the report. The number of stand-alone DVD players will reach 5.1 million, serving about 8 800 ntles. Hardie doubts the potential is

"The only much greater. He writes, bull's-eye for DVD-Video will be the nearly 9 million U.S. mouse pota-toes," defined as "affluent technoloev optimists

Hardie maintains, "VHS still wins hands-down" when consumers factor in the expense of another player and a second software library And, while he likes the Divx concept, he thinks the execution is wrong because "it's being done combatively."

# **Top Recreational Sports Videos**

# Pos. TITLE-Program Supplier

- 1 MICHAEL JORDAH: ABOVE 8 BEYDHD-ForVideo (CBS/Fox) 2 THIS WEEK IN BASEBALL: 20
- YEARS OF UNFORGETTABLE PLAYS & BLODPERS-Drive Home
- 3 HICHAEL JORGAN: AIR TIME-FoxVideo (CBS/Fox)
- 4 THE 1996 WORLD SERIES VIDEO—Orion Home Video
- **5 MICHAEL JORDAH: COME FLY** WITH ME-FaxWideo (CBS/Fox)
- NBA AT 5D-FoxVideo (CBS/Fox) MIKE TYSON: THE INSID
- STORY-MPI Home Video 8 TIGER WDODS: SOH, HERO & CHAMPIOH-FoxVideo (CBS
- 9 DALLAS COWBOYS: SUPER BOWL XXX CHAMPIONS-PolyGram
- 10 MICHAEL JORDAN'S PLAYGROUND-ForVideo
- (CBS/Env) 11 SUPER SLUGGERS-Onion Home
- THE OFFICIAL 1996 HBA FIHALS VIDEO-forivideo (CBS/For)
- 13 MICHAEL JORDAH: THE ULTIMATE COLLECTION -- ForVideo
- 14 THE ULTIMATE FIGHTING CHAMPIDHSHIP 4-Vidmon
- 15 HUHAHHAD ALL: THE WHOLE STORY-Womer Home



# THE FLAM: No. 2 Nealth & Fitness

- 1 THE FIRM: ABS, HIPS & THIGHS SCULPTING-BMG Video 2 THE FIRM: AEROBIC INTERVAL TRAINING-BMG Video 3 THE GRIND WORKOUT: FITHESS
- WITH FLANA-Sony Music Visles 4 CRUNCH: FAT BLASTER PLUS-
- Anchor Boy Entertoinment 5 THE FIRM: COMPLETE AEROBIC
- WEIGHT TRAINING-BAG Video 6 THE GRIND WORKDUT: HIP HOP
- AEROBICS-Sony Music Video 7 THE FIRM: FIRM CARDIO-SMG
- 8 THE FIRM: LOWER BODY
- SCULPTING-BAS Vid 9 THE FIRM: TIME CRUNCH
- OUT-BHG Video 10 THE GRIND WORKOUT:
- STRENGTH AND FITNESS-Some
- 11 THE FIRM; BODY SCULPTING BASTICS BAC Mide THE FIRM: FIRM STRENGTH-
- 13 THE FIRM: 5 DAY ARS-BAG
- THE FIRM: THE HARE -846
- 15 THE FIRM: THE TORTOISE - BMG Vist
- 16 THE FIRM: LOW IMPACT AEROBICS-846 Valeo





17 FINSTRIPE DESTINY-Orion Home

- 18 DREAM TEAM 1996 GOES FOR THE GOLD—FaxVideo (C85/Fax) 19 DORF GOES FISHING—Victory
- 2D THE DEFICIAL 1996-97 HEA
- CHAMPIDHSHIP VIDEO-ForWideo (CBS/Fox)

# op Recreational Sports Vide Program Suppliers

Pos. PRDGRAM SUPPLIER (No. Of Chorted Titles)

- FOXVIDEO (CR5/FOX) (23) DRIDH HOME VIDED
- POLYGRAM VIDEO (14) MPI HOME VIDED (2)
- 5 FOXVIDEO (CRS VIDEO) (1)





- 17 THE FIRM: NOT-SO-TOUGH AEROBICS-8MG Video 18 THE FIRM: TOUGH AERDERC
- HLK FIRM PARTS-8MG Video
- 19 YOGA JOURNAL'S YDGA PRACTICE FOR BEGINHERS-Region Arts
- 20 CINDY CRAWFORD/THE HEXT CHALLENGE-GoodTimes Home

# op Health And Fitness Video Program Suppliers

Pos. PROGRAM SUPPLIER (Mo. Df Chorted Titles)

- BHG VIDEO (15) SONY MUSIC VIDEO (4)
- AHCHOR BAY ENTERTAINMENT
- 4 WARHERVISIDH ENTERTAIHMENT
- S GOODTIMES HOME VIDEO (3)



BILLEOARD JANUARY 10, 1998

Top Health And Fitness Video: Pos. TITLE-Program Susplier



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# video in The

A Vid-Friendly Government Acknowledges And Encourages The Industry's "Enormous Scope."

# BY SAM ANDREWS

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nat

LONDON-Tony Blair's new Labour government has created an atmosphere of fresh hope in the U.K. video industry with its accent on closer communication with a business regarded by the previous administration as little more than sleaze merchants.

In a November speech to the British ideo Association, Chris Smith, who holds the newly created position of sec-

retary of state for culture, media and sports, stressed not only the stance of the £1.2 billion (\$1.92 hillion) video industry to the economy but also its role in fulfilling Labour's policy of access for all to culture.

Video's role in promoting access to things of quality is actually incon-trovertible if you look at the fig-" says Smith. ures.

Eighty-two percent of British households now own a video recorder. In 1996. admissions cinema reached 123 million during the course of the year but, in the same year, 645 million videos were rented. That demonstrates to us an enormous scope on the

part of the video industry

Smith promised that the U.K. video industry, the most censored in Europe, would now benefit from a more sensitive approach from the Labour government. "We will be looking to a regime of sensible regulation with a light touch," he says

And the minister has committed the government to early ratification of the WIPO (World Intellectual Properties Organization) treaty, as well as further bilateral pressure on countries perceived to have a copyright piracy problem

This new approach is music to the ears of British distributors who have seen retail video sell-through once again come to the rescue of the overall U.K. video business this year, as a long-term decline begins to diminish the importance of the

SELL-THROUGH SURGE

60

The retail sector, according to the

statistics from the British Video Association, has grown approxi-mately 10% this year, to £880 million, while video rentals, which rose last year for the first time since 1989, has declined between 5% and 7%, to £580 million. The biggest rise

in retail video occurred in the music sector, due ional the ubiquitous

Spice Girls, whose first video, "Spice-The Official Video-Volume 1," has sold in excess of 500,000 units. More album-based product is due out in or early '98, but these will probably pale beside the numbers tallied up by "Spice-The Movie," released in cinemas Dec. 26 and due for a June '98 video release.

Elsewhere, Warner is keen to point to the phenomenal success of the "Friends" televi-

sion series on video, claiming sales of more than 2 million

Feature film, again reflecting the weakness of product, has not performed so well, but the notable exceptions have been "Independence Day" and the recent liveaction remake of

ins

Back-catalog initiatives have buoyed overall volumes, and there ems to be no end to the U.K. pub lic's desire to buy new versions of the "Star Wars" trilogy, which on its third re-release in three years has to date sold another 2.1 million units.

The long-term decline in the video-rental business has made distributors ever more anxious to seek new revenue streams in the U.K. this year Last year's gains-when the rental business overcame the downward slide for the first time since 1989-have not been sustained in an industry now looking at pay-per-view and video-on-demi to replace revenues lost from the onal rental sector.

Top-performing rental tector. Top-performing rental titles for the year to date are "The Rock," "Independence Day" and "Mission: Impossible," with the battle for the top distributor currently being Continued on page 62

- 38 THE SAINT-Paramount Home
- 39 CRASH-Womer Home Video 40 CHAIN REACTION-Forvide
- 41 GLINNER MAN-Warner Horne
- 42 TRAINSPOTTING-Buena Visto Nome Weles 43 DRAGONNEART-Universal
- Quelies Manue Video
- 44 LAST HAN STANDING-Home Home Video
- 45 JACK-Board Vista Hame Video
- TOY STORY-Buene Viste Home 45 Video

Top Video Rentals

Pos. TITLE-Distributing Label

1 FARGO—PolyGram Video 2 SCREAM—Bueng Visto Home

3 DONNIE BRASCO-Columbia

5 ABSOLUTE POWER-Womer Home

9 RANSON-Buono Vista Home

10 JERRY MAGUIRE-Columbia

THE LONG KISS GOODHIGHT-

12 A TIME TO KILL-Womer Home

13 THE ROCK-Buenz Visto Home

14 ERASER-Womer Nome Video

15 THE OEVIL'S OWN-Columbio

Universal Studios Home Video 17 COURAGE UNDER FIRE—ForVideo

DARKNESS-Paramount Home

19 THE PEDPLE VS. LARRY FLYNT-

KINGPIN-Warner Home Video

INDEPENDENCE DAY-Forvideo 22

HURDER AT 1600-Watter Home

Columbia IniStor Harne Video

23 MARS ATTACKS!-Womer Home

24 STRIFTEASE-Columbia TriStor

25 PRIVATE PARTS-Paramount

& JULIET-FarWideo

28 MISSIDN: IMPOSSIBLE-

me Wideo

me Wide

26 WILLIAM SNAKESPEARE'S ROMEO

27 MICNAEL-Worner Hame Video

Paramount Name Video 29 PRIMAL FEAR—Paramount Name

30 DANTE'S PEAK-Universal Studios

TIN CUP-Warner Home Video

32 NETRO—Suena Visto Home Video 33 THE FAN—Columbia TriStar Home

34 DAYLIGHT-Universal Studies

35 THE CABLE GUY-(columbia

36 THE RELIC-Paramount Home

37 SWINGERS-Avena Vista Name

video

I CHIUIS

TriStar Home Wideo

14 THE NUTTY PROFESSOR-

THE GNOST AND THE

iStar Home Video

mer Marne Wideo

tor Home Video 4 SLING BLADE-Bosna Vista Home

6 THE FIRST WIVES CLUB-Paramount Hame Video 7 SLEEPERS—Warner Home Video 8 PHENOMENON—Bueno Visto

Home Video



FARSO: No. 1 Video Anntol

- 47 THE CHAMBER-Universal Studios
- 48 STAR TREK: FIRST CONTACT-Paramount Home Wideo
- 49 ONE FINE DAY-Forvided -Warner Home Wideo
- 51 LIAR LIAR -- Universal Studies
- THE ARRIVAL-tive Home Video 53 2 DAYS IN THE VALLEY-Warner
- **54** FXTREME MEASURES-Columbia
- TriStor Home Video 55 THE ENGLISH PATIENT-Sumo
- Vista Name Video 56 BIG NIGHT—Columbia TriStar Home Video
- 57 THE ISLAND OF DR. MOREAUamer Hame Video
- 58 BEAUTIFUL GIRLS-Bueno Vista 59 ESCAPE FROM L.A .- Permission
- 50 THAT THING YOU DO!-Forvideo
- 61 EMMA-Bueno Visto Home Video
- 62 SNINE-Warner Home Video
- 63 SET IT DFF-Warner Home Video 54 FATHER'S DAY-Worner Home
- 65 LONE STAR-Columbie TriSter
- 66 THE BIRDCAGE-Warner Home
- 67 YOLCANO-ForWideo
- 68 SUPERCOP-Suena Vista Home
- 69 SECRETS & LIES-ForVideo
- EVERYONE SAYS I LOVE YOU-70 Roma Vista Home Video
- 71 THE PREACNER'S WIFE-Some Vista Home Video 72 BULLETPROOF-Universal Studios
- me Video
- 73 THE MIRROR MAS TWO FACES-Columbio TriStar Home Video
- 74 MARVIN'S ROOM -- Euro Vista ne Video
- 75 IL POSTINO (THE POSTMAN) Rueno Visto Home Video



- 76 SPACE JAH-Worner Home Video 77 TWISTER-Warner Home Video
- EVITA-- Eveno Visto Home Video
- 101 DALMATIANS-Sueny Visto 79
- 80 BEAVIS AND BUTT-NEAD DO AMERICA-Paramount Hom
- #1 NOTHER\_OTHER unt Home Video B2 FOOLS RUSH IN-Columbia TriCtor Hyper Weber
- 83 MULTIPLICITY-Columbia InStar
- THE CRAFT-Columbia TriStar Home Vatica ANACONDA-Columbia TriStar
- Mame Wideo INVENTING THE ABBOTTS-
- FarVideo BEVERLY NILLS NINJA-
- Columbia TriStar Harve Video ROSEWDOO-Warmer Home Video JUNGLE 2 JUNGLE-Borng Visto 89
- 90 VEGAS VACATION -Womer Home
- 91 EDDIE-Sueno Visto Home Video
- BOUNO-Republic Pictures Home
- 93 JACKIE CHAN'S FIRST STRIKE-Womer Home Video
- NEAVEN'S PRISONERS-Women Harse Video
- MAXIMUM RISK-Columbio TriStar Hame Video TURBULENCE—Warner Hame
- BREAKDOWN-Paramount Home 07
- 98 FIERCE CREATURES-Universal 99 MICHAEL COLLINS-Warner Home
- 100 FIRST KID-Sueno Vista Harre

# **Top Video Rentals Labels**

Pos. LABEL (No. Of Charted Titles)

- **1 COLUMBIA TRISTAR NOME VIDEO** /381
- WARNER NOME VICEO (31)
- PARAMOUNT NOME VIDED (19) FOXVIDED (20)
- HIRAMAX NOME ENTERTAINMENT (23)
- UNIVERSAL STUDIOS NOME VIDEO (20)
- NEW LINE NOME VIDEO (22)
- # TOUCHSTONE HOME VIDEO (10) 9 HOLLYWOOD PICTURES NOME

ibuting Labo

BUENA VISTA NOME VIDEO (59)

COLUMBIA TRISTAR NOME VIDEO

4 PARAMDUNT NOME VIDEO (19) 5 FOXVIDEO (20)

Pos. DESTRIBUTING LABEL (No. 0)

1 WARNER NOME VIDED (66)

VIDED (11) 10 NGN/UA NOME VIDEO (8)



**Chorted Titles** 





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# Repackaged and Re-Released Catalog Titles Generate The Lion's Share

# Of Suppliers' Revenue

# BY EILEEN FITZPATRICK

its like "Men In Black" and "The Lost World\* may drive customers into stores and up millions in sales, but it's catalog sales that really drive profits for retailers and suppliers. On average, between 50% and

60% of a supplier's revenue is gen-erated by catalog titles, which can be repriced rentals or obscure movies dug up from the studio wante

While many titles, like a repriced "Scream" or "The Wizard Of Oz," can stand alone in the market, every supplier has created lines of catalog product in an attempt to brand lesser-known titles. Some ines emphasize pricing, such as Paramount Home Video's long standing "Great Movies, Great

Prices," an immense collection of \$14.98 product, and Anchor Bay Entertainment's "Perfect Price," series of titles priced at \$5.99.

Other studios try to entice buyers with distinctive catchlines, such as 20th Century Fox Home Entertainment's "Premiere Series," a collection of recent hits featuring star names also priced at \$14.98, or Universal Studios Home Video's "Matinee Series," which features the "Buck Jones" cowboy series.

The king of catalog, MGM Home Entertainment, has come up with its umpteenth catalog promotion, called "MGM Musicals." Titles in the \$14.95 line include "West Side Story," "Gigi" and "Seven Brides For Seven Brothers."

"Not everything in a collection will sell, but if you release a group with a few lead titles, it carries the rest," says LIVE Home Video VF of sell-through Tim Fournier." The rate of sale on any given promotion increases four of five times when titles are grouped together." By far, Warner Home Video's

75th-anniversary promotion, which highlights more than 350 catalog videos, is the most ambitious pro-gram to date. Under the program, participating dealers will receive added return allowances, special pricing and extended billing.

Suppliers' commitment to branding product and creating franchises has become a top priority, but they also say many of the lines are based on retailer and consumer suggestions

"We are constantly working in conjunction with our sales force, and retailers want branded prod uct lines," says Universal VP of

marketing Charlie Katz. "It might be a director's power or a star's, but we see the attention these packages get from the field."

In addition to the Matinee Series. Universal is also creating the "Noir Collection," which will include the 1962 thriller "Cape Fear," "Double Indemnity" and Orson Welles' "Touch Of Evil." The collection. due in April, will include new packaging to enhance the line's look as a collector's item

Universal also has released "Universal Horror Classics," including versal Comedy Classics," featuring Abbott & Costello; and "Universal Cinema Classics," with "Two Years Before The Mast.



The "Noir Collection" kes 'A Touch Of Evel."

Back in 1991, LIVE was one of the first studios to create a budget catalog line priced at \$9.98 in extended-play mode.

"When we first started, under-\$10 product was considered inferior, but now these programs are completely necessary," says LIVE's Fournier, LIVE releases four catalog \$9.98 promotions per year under the "Super Seven" line,

Anchor Bay's "Perfect Price" pro motion now encompasses more than 250 titles, including Chuck Norris' "Delta Force" and Laurel & Hardy comedy classics.

These are titles that used to be strong and still are good business for retail," says Anchor Bay VP of marketing Sandra Weisenauer. "It's a good way to clean up inventory and still offer a good value to the consumer." The supplier recently announced the "Independent Classics Collection," a \$14.98 line that includes "What's Up Tiger Lily" and "Sleuth."

Most suppliers say that, while these lines do not sell millions of units, multiple lines with multiple titles add up quickly. "Not everything is going to sell as well as oth-ers," says Katz, "but they do add

Says Wherehouse Entertainment VP of video Lyn Duncan, "Everyone is deep into the \$9.98 category; even if a title sells 10,000 units. everyone makes money

Retailers and suppliers make more money on catalog because, even though prices are lower than new sell-through prices are lower than pory is not subject to heavy discounting, "We certainly get a better margin on repriced titles than we do for any Disney or "Men In Black, says one buyer at a major chain.

The demand for low-priced video product also has been increased by ass merchants and clubs eager to 6ll their shelves.

"The mass merchants are into this big," says Fournier, "and have dedicated more space, which has really driven the category

Most suppliers say it's easier to get more titles into stores if they are part of a line and can fit into promotions the store bas planned "They're looking for programs," savs Katz, "and it creates a whole new opportunity for us to get in more product."

Although the studios have mined thousand of titles from their archives, there's plenty more. "The vaults are full," says Katz, "It's just a matter of manpower and how many we can work with and still be creative."

# Top Kid Videos

Pos. TITLE-Distributing Lobel

- 1 BAHBI-Suena Vista Hame Video 2 THE NUMERACY DE NOTRE
- DAME-Sugna Vista Home Video WALLACE AND GROMIT: A CLOSE SHAVE\_FORVER
- 4 THE ARISTOCATS -Buene Vista tame Video
- THE LAHD BEFORE TIME IV-
- versel Studies Rome Vide 6 SCHODLHDUSE ROCK: AMERICA
- Paramount Hame Video 7 DLIVER & COMPANY-Runno to Barne Vid
- & ALADDIH AND THE KING DF THIEVES-Sunno Vista Home
- 9 MARY-KATE & ASHLEY: HOTEL WHD-DOHE-IT-WarmerVision
- 1D MARY-KATE & ASHLEY: CASE DF THE U.S. HAVY MYSTERY-
- 11 SESANE STREET: REST DE ELMO-Sany Wander



RAMAT- No. 7 Eld Video

- 12 MARY-KATE & ASHLEY: CASE DF THE VOLCAHD ADVENTUREciae Ente
  - 13 FUH AND FANCY FREE-Some Visto Hame Vide
  - BARNEY'S MUSICAL SCRAPBOOK-The Lyons Group POOH'S GRAHD ADVENTURE-
  - Buena Vista Hame Video 16 PDCAHDHTAS—Byeno Visto Nome
  - 17 THE WALLACE AND GROMIT GIFT SFT\_Enelliden
  - SCHODLHDUSE ROCK: GRAMMAR 18 RDCK—Paramount Home Video GDOSEBUMPS: THE WEREWOLF 19
  - DF FEVER SWAMP-FoxVideo THE LIDH KING-Burna Vista 20
  - Home Video SCHOOLHOUSE RDCK: 21
  - MULTIPLICATION ROCKunt Home Video 22 MARY-KATE & ASHLEY'S
  - HAWAILAH BEACH PARTY-Inn Entertainmen 23 SLEEPING BEAUTY-Suma Vista
  - Name Video

24 BARNEY'S SEHSE-SATIDNAL DAY-The Lyons Group 25 A RUGRATS VACATIDH-Paramount Home Video

# **Top Kid Video Labels**

Pos. LABEL (No. Of Chorted Titles)

- WALT DISHEY HOME VIDED (26)
- 2 DUALSTAR VIDEO (7)
- 3 BEC VIDED (5)
  - ABC VIDED (4)
- 5 BARHEY HOME VIDED (10)

WAG DIENE ME VIDEO

Top Kid Video Distributing Labels

Pos. DISTRIBUTING LABEL (No. Of **Charted Titles** 

- 1 BUEHA VISTA HOME VIDED (27) 2 FOXVIDED (14) 3 WARHERVISIDH ENTERTAIHMENT
- (8) 4 PARAMDUNT HDME VIDED (13) 5 THE LYDHS GRDUP (10)

# Buena Vista Home Video

# VIDEO IN THE U.K. Continued from page 60

fought out between Buena Vista and

All the distributors are swift to acknowledge that in a theatrically led industry, poor cinema perfor mance has knocked the video-rental business this year, but they are keen to point to a better slate of films for 1998, including "Men In Black" and The Lost World."

However, they are equally realistic about a business that has slumped from an all-time high of approxi mately £190 million in 1986 to 86 to around £88 million in 1996. Increased competition for leisure time is, of course, a factor, but they are keen to reach the consumer in mure user-friendly formats.

### GET IT TOGETHER

Warner has led the way with a pay-per-view agreement with a joint venture between four cable compa-nies—Telewest, NTL, General Cable and Diamond Cable—which will kick off in January, and it is agreed that the other majors will follow shorth

And for the first time, issues such as revenue sharing are being taken extremely seriously with the entrance of U.S. companies Supercom and Rentrak, plus the emergence of individual dealer schemes, most notably from Blockbuster and the northern U.K. multiple Global Video. There is also considerable frustra-

tion at the individual release windows. Video distributors are anxious for a more flexible approach, which would belp the video release of poorly performing cinema releases before the trail goes completely cold-as currently experienced with a six-month window

Video piracy has again been severely dented. The potential kas to the industry in 1995-96 was around £180 million but, according to figures from the Federation Against Copyright Theft (FACT), lost business was down in 1996-97 to around £120 million, FACT attributed the continuing decline in video piracy to a combination of its "zero tolerance" policy of prosecuting any one involved in the trade and a shift in public perception following its piracy publicity campo

However, FACT has called on the government to unify the various anti-piracy bodies in the U.K. to into account the introduction take of DVD and provide a single platform for a variety of software.

The new relationship between vernment and video also saw a first for the video industry with film minister Tom Garke attending the British Video Association's annual awards dinner, where he nounced the BVA's plans for a U.K. video week in 1998 to highli cht the importance of the format.

### TOP VIDEO SALES Continued from page 56

- 65 NALLOWEEN: ANNIVERSARY EDITION-Writen Inter
- 66 PLAYEOY'S GIRLS IN UNIT **However Husir Video Dist** 67 PLAYEOT: 1997 VIDED
- PLAYNATE CALENDAR-Universal Mostic Video Dist
- THE WIZARD OF 0Z-Warmer
- 69 THE LAND BEFORE TIME IV-7D D3: THE HIGHTY DUCKS-Suena
- iste H 71 JENNY MCCARTHY: THE PLAYBOY
- YEARS-Universal Music Video
- 72 PLAYBOY: BEST OF PLAYBOY'S STRIP SEARCN--Universal Music Video Dist 73 PLAYBOY'S FAST WOMEN
- real Music Video Dist.
- 74 ALL THE KING'S HEN: THE SECRET LIFE OF ELVIS-Red
- 75 CLUELESS-Paramount Home
- 76 SEAVIS & BUTT-NEAD; LAW-ABIDING CITIZENS-Sony Music
- 77 PLAYBOY'S REAL COUPLES IL-Universal Music Video Dist.
- 78 AEON FLUX: MISSION
- INFINITE-Sany Masic Video TOP GUN-Paramount Name mount Name Video 80 THE SIMPSONS: TRIPLE PACK-
- BO THE SAFET AND A SAFET AND A
- CHOCOLATE FACTORY-Womer + 15
- 84 MARY POPPINS-Suena Vista
- Home Video OPRAH: MAKE THE CONNECTION-Sound Vista Hame
- LES MISERABLES: 10TH ANNIVERSARY CONCERTombia TriStar Hame Video
- 87 DRAGONNEART-Universal Studios Name Video 88 THE GODFATNER PART II-
- ount Name Video 89 NEAT-Womer Home Video
- THE CRAFT-Columbia TriStor Home Wider
- 91 STAR WARS: SPECIAL EDITION-Envillen
- 92 COMPLEAT BEATLES-Women
- 93 SENSE AND SENSIBILITYmhia TriStar Hame V
- THE GODFATHER COLLECTION-94
- 95 PLAYBOY: 21 PLAYMATES VOLUME II-Universal Music
- 96 BATTLE ARENA: TOSNINDEN-Central Park Medio
- 97 ALASKA-Columbia TriStar Home
- SPICE GIRLS: GIRL POWER! THE UNAUTHORIZED BIOGRAPHY 98 MVP Hame Entertainment
- PLAYBOY'S BIKER BABES HOT
- Universal Music Video Dist. KORN: WNO THEN NOW?-Sony funic Video

Top Video Sales Labels

- Pos. LABEL (No. Of Charted Titles)
  - WALT DISNEY NOME VIDEO (19) FDXVIDEO (37) UNIVERSAL STU DIOS NOME VIDED (22)







- Artists -Columbia InStar Home
- nio Twain-PolyGram Video
- THE DAHCE-Floetwood Moc-

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- Music Video
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- 12 WDW 1997-Wavious Artists-Chordont Dist. Group 13 OUR FIRST VIDEO—More-Kate &
- Ashiev Oturn-WarnerVision
- 14 LIVE FROM AUSTIN, TEXAS-Stevie Ray Vaughon And Double
- Trouble-Sony Music Video TOROS, MEXICO-AC/DC-Elektro
- 16 LIVE SHIT: BINGE & PURGE-Metallico-Elektra Entertoinment 17 LIVE AT THE ACROPOLIS-
- Yosni-SMC Vider 18 THE BOB MARLEY STORY-Bob
- Moviey And The Wallers-PolyGram

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SHOW-dc Tolk-Chardont Dist 21 JAGGED LETTLE PILL, LIVE-Alamis Medistatte-Worner Rendise Vition

WELCOME TO THE FREAK

- 22 THE ROLLING STONES ROCK & ROLL CIRCUS-The Rolling Stones-ARKID Video
- 21 NISTORY OH FILM: VOLUME II-Michael Jackson-Sony Music
- 24 BAO HAIR DAY-World Al Yonkovic-Scotti Bras. Vide
- 25 THE COMPLEAT BEATLES-The
- Seatles-Worner Nome Video 26 OZZFEST 1 - LIVE!-Ozzy Ochourse-Feel Art Miles
- 27 JOY IN THE CAMP-Bill & Glorio Gaither And Their Homecoming Edends-Chordost Dist. Group 28 HELL FREEZES OVER-The
- Engles-Universal Music Video Dist 29 CRAHK IT UP-Jeff Fapenetity-
- Womer Reprise Video 30 WOMAN, THOU ART LOOSED!-
- Rev. T.D. Jokes-Integrity Video 31 G3: LIVE IN CONCERT-Jos
- Sotrioni/Enic Johnson/Steve Vol-Sony M tric Video
- 32 TEEN SPIRIT: THE TRIBUTE TO KURT COBAIN-Mivoro PolyGram Wide
- 33 REMOTELY CONTROLLED-Mork Lowry-Ward Mide VIDED GREATEST HITS -
- 34 HISTORY-Michael Jockson-Sam **Music Video**
- 35 THE VIOED COLLECTION: VOL 11-Garth Brooks-Cositol Video **36 GREATEST VIDEO HITS**
- COLLECTION-Alan Jockson-6MG
- **37 LIVE AT MADISOH SOUARE** GARDEH-Honoh Corey-Sony Music Video
- ....THERE AND THEN-Oasisny Music Video
- A TRIBUTE TO STEVIE RAY
- VAUGHAN-Verious Artists-Sony Marrie Widow **40 CHRISTMAS WITH LUCIANO**
- PAWAROTTI-Lucione Pavaratti-Mining Transmission

# Top Music Yideo Labels

# Pes. LABEL (No. Of Chorted Titles)

- NO LIMIT VIDED (1)
- 2 VCI (1) 3 POLYGRAM VIDEO (14)
- 4 EPIC HUSIC VIDEO (13)
- 5 WARHER REPRISE VIDED (8)



Too Music Video Distributi

Pos. DISTRIBUTING LABEL (No. Of (horted Titles)

- 1 SORY MUSIC VIDEO (20)
- 2 POLYGRAM VIDEO (19) 3 BMG VIDEO (8)
- 4 UHI DIST. CORP. (10)
- 5 WARHERVISION ENTERTAINMENT (10)



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- ANNIVERSARY CONCERT-Venious
- 3 EHLARGED TO SHOW DETAIL-311-PolyGram Video THE COMPLETE WOMAH IN ME-
- 5 SELENA REMEMBERED-Scieng-
- 6 THE BEATLES ANTHOLOGY-The tles-Worner Home Wideo
- Nomer Reprise Video 8 8L000 BROTHERS-Snuce
- Springsteen & The E Street Bond-
- Noten-Worner Reprise Video





# Home Video



And A Lively Time Was Had By All. Sharing the fun at LIVE Entertainment's recent Las Vegas fete, from left, are Torn Harold, Ingram Entertainment branch sales manager; Howard Davis, video and accessories buyer for Nobody Beats the Wiz, and Marie DiParne, LIVE's Eastern regional director of sell-through. The host few in some 200 retailers and distributors for a weeksevt of antartoinment and talk. Seli-through, including new arrival DVD, got lots of attention.

# **DVD Enjoying Its First Christmas** Major Retailers Give Format Major Display

BY STEVE TRAMAN

NEW YORK-Welcome to the big time. DVD-movies, music, and games -got its first big promotional push this holiday season at key retailra everywbere

The Musiciand Group, Sears, Best Buy, Tower Records/Video, Blockbuster Entertainment, and Computer City offered samplings of the new nology. They had plenty to choose from, movies in particular. Limited mostly to Warner Home

Video-distributed releases, which until Sentember wure available in only

seven markets, the software catalog as grown to several handred titles To stoke demand, major features like Warner's "Batman & Robin" and Columbia TriStar Home Video's "My Best Friend's Wedding" are arriving day-and-date with the cassette ver-

Even waiting for the DVD can have its compensations. For example, New Line Home Video's "Spawn," a Dec. 23 rental release, appeared on a 5-inch disc Tuesday (6), priced to sell at \$24.98 but with extra material not on the tane

Retailers seem to like what they're getting. The Musicland Group, which teamed with Sears for a September test in 63 retail stores in the original seven Warner launch markets, expanded the program to all 856 Brand Central departments. Sears buyers of a Toshiba or Philips/Magnavox DVD player were offered a cer tificate for one free Warner-distributed title (priced up to \$24.99) and a \$50 coupon book with \$4 and \$5 dis-counts off other titles at any Suncoust Motion Picture, Musicland, or Sam Goody optiet.

"The test response was encourag-ing enough for Sears to launch a full rollout with a Nov. 1 DVD 'demo day' across the country," says Craig Thomas, divisional director for movies marketing at Musicland "Sales of DVD players tripled the first two weeks after the launch," reports Minh McKenzie Seara associate hover

Sears had stocked about 300 movie and music titles, anticipating what McKenzie sees as "a positive trend" for player sales through the holidays into 1998. DVD has a key role We're trying to change the Brand Central image to show we're no longer a dinosaur but can compete with any major electronics chain to promote and sell the latest in techno ogy," be (Continued on page 67)

# Nat'l Geographic Goes For Mass Appeal, Thanks To Warner's Marketing Push

MAINSTREAM: National Geographic videos used to be classified as special interest. No longer. Distributed by Warner Home Video for most of 1997, the yellow-bordered boxes are popping up in mass merchants everywhere.

The exposure improves, of course, when the program ming is topical. Wal-Mart began merchandising National raphic's revised Titanic documentary-which VP Bob Potter says was the inspiration for James Cameron's "Titanic"-in 1,000 stores last month "If it's successful according to Potter, "Wal-Mart will increase the count to over 2.000 outlets." As of mid-December, the signs were

auspicious: Sales had been running about twice the love) of October Secrets Of The Titan-

" including an interview th undersea explorer Robert Ballard in the 16 minutes of extra footage, actually had been rereleased in July in advance of the original sebeduled sailing of the movie. "You

know that thing about best-laid plans," Potter acknowledges. "We wanted to be ready for the summer release.

Potter says Warner's marketing push has been impressive. The studio has created a unit dedicated to specialinterest, run by industry veteran Evan Fisher, who reports to Warner Home Video marketing director Brian Moreno, Columbia TriStar Home Video, which distributed the label until early 1997, boosted National Geo graphic. "They did a really good job getting the brand in etail," Potter emphasizes.

But a "tough" sell-through market required more than Columbia was prepared to deliven "We're fighting for shelf space," Potter maintains. "Warner is really leveragi their retail opportunities. They've helped take us to th next level in an increasingly competitive marketplace." The step up includes trailers on Warner Family Home Entertainment releases, tying the "Nature's Fury" docu-mentary to the studie's "Twister," and in general "taking wantage of the Time Warner family.

National Geographic is getting retail respect it nover had previously. The Musiciand Group's Suncosst Motion Picture Co. and Media Play chains have endeap displays— "a first," Potter notes-in a promotion thet's generated a 20% sales increase. Suncoast wants a repeat of the Natio al Geographic world map giveaway in the first half of '98 samphile. Noodle Kidoodle reportedly doubled its sales a dinasaur cassette promotion. Thus emboldened, National Geographic has set its cap

r product "with mass consumer appeal" that alakes the himt for true-life stories," Poter says. One such is "Say age Garden," which he describes as "everything that Martha Stewart didn't tell you about what goes on in your



garden." It's narrated by actor Leslie Nielsen, who did the voice-over on another National Geographic title, "Sea Nasties." Both are tied to a Flowers USA premotion. The brand also sports a new children's series, "Amazing Planet"; the hosts are aliens exploring Earth.

National Geographic prices used to near \$20 suggested list. Now they're more often \$9.95-\$12.95 a better fit for Warner's strategy. 'I think special interest is the wrong label," says Potter. "It should be general interest. If it's not that, it's of no interest to the retailer or the consumer. We're probably as general interest as you can get." Warn-

bas swept up National Geographic, which should have four to six titles out this year.

mail-order specialist peetar Video handle most of that activity. And there are the buyers National Geographic itself reaches-subscribers to the magazine who are big documentary buffs. "We have an active business." Potter says.

SUPPLY SIDER: Matt Brown reisins Ann Daly and Jeffrey Katzenberg at DreamWorks. Brown comes to the new studio as worldwide head of home video, after an executive VP stint with retailer West Coast Entertainment. Before that, Brown, who broke in with Artee, a wholesaler, held a key sales position at Buena Vista Home Video when Daly was president of the unit and Katzenberg ran Disney's movie operations

Katzenberg's now one-third owner of DreamWorks. which this year will present Brown with his first three titles, "Pescemaker," "Amistad," and "Mouse Hunt," a direct to sell-through candidate. Universal Studios Home Video oversees distribution. In addition, Brown likely will have responsibility for DreamWorks' Divx commitment; it isn't on the DVD bandwagon as yet.

VIDBITS: Vincent Larinto is leaving 20th Century Fox Home Entertainment at the end of the month after 20 years with the studio. Most recently, he's been senior VP of sales for North America.

A Newsweek holiday issue lists New Line Home Video's "Austin Powers" DVD among 11 "games, gadgets, and gia-mos" its editors "wouldn't mind finding under the Christmas tree." They liked "the tasty menu of extras," includ-ing a sequence cut from the movie, "Music To Shag To." Other favoritee: the Sony PlayStation, Canon's digital camera, and the Midisoft Family Music Center.



At the Paramus Park Mall in New Jersey, Sears' Donna Bertinetti and Sam Goody's Sam Chahin show off a DVD cross-merchandising display



BILLBOARD JANUARY 10, 1998

er's enthusiasm for DVD

About the only area not fully under the studio's influence is direct response. Warner does deal with some catalogs, but National Geographic recently agreed to let

# 'Cops' Deal Leads To Suit & Countersuit

CAUGHT RED-HANDED? "Cope" distributor Real Entertain-ment and producer Barbour/Langley Productions are entangled in a legal drams of their own that could and in jail time for Real president Scott Barbeur.

In a Dec. 10 ruling, Los Angeles Superior Court Judge Robert H. O'Brien found Real and Barbour guilty of two counts of contempt of court. He raied that both had violated a June 2 preliminary injunction that prevented Real from using a enstomer list compiled hy Los Angeles-based

Marketingworl

The ruling stems from a ketingworks filed against Barbour/Langley Produc

tions and Real last February. That action, in turn, was a countersuit in response to a complaint Barbour/ Langley filed Feh. 5 in Los Angeles Superior Court claiming Marketingworks received "kickbacks" from sales of the "Cons" videos.

According to court documents, in 1996 the two companies entered a joint agreement, in which Marketingworks developed marketing and sales strategies for a series of video projects, including "Cops." The contract, which includes a 25% profitsharing clause, according to Marbetingworks' attorney, Roy Silva, ran through the end of 1997. But when Barbour/Langley formed Real Entertainment earlier this year, it abruptly dumped Marketingworks, according to the suit.

Marketingworks now alleges. breach of contract and claims Barbour/Langley hasn't paid its share of the net profits from the sale of "Cops" and the "Amazing Video Col-lection." In addition, Marketingworks maintains that Real stole sales ideas for "Jerry Springer: Too Hot For TV," which is currently heing sold through direct response and is scheduled to hit retail in July.

Another bone of contention is a 600,000-name customer list that San Diego-based Real Marketing Service is using to solicit the Springer video and other releases. Real Entertainment holds 50% of Real Marketing Service, according to court documents. Marketingworks claims it owns the list, created to sell the "Cops" tapes. "Real Entertainment has looted

Marketingworks' roster of pro jects," says Silva, "and the judge has said that until we get to trial they

cannot use the customer list." Silva estimates Real oves Mar-ketingworks \$2 million \$4 million for its share of the "Cope" profits and an undetermined amount for profits from "Amazing Video Collection." The latter partion of the lawsait will be settled through arbi-tration, scheduled for Feb. 9-11. No trial data is set for "Cops," says

# ilva. Barbour had no comment.

AWARD-SHOW TIME: Blockbuster Entertainment has selected nominess for its fourth annual awards-including one feature not in theatrical release when the announcements were made Dec. 17.

Bill

WCD(

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Selections are chosen from the top performing movies according to hox-office results and the top performing CDs according to SoundScan data. "Titanie," which opened nationally Dec. 19, received four nods hon

oring Leonar-de DiCaprio, Kate Winslet, Billy Zane and Kathy by Elleen Fitzpatrick Bates for their performances The

choices were hased on "box-office projections, according to Blockhuster.

Blockhuster started by giving swards to movies that topped the sales and rental charts. The chain has since attempted to make the show more sophisticated and meaningful, but it's got to be tough honoring videos when everyone else is caught up picking the best theatri cal titles of the year.

There's little that's distinctive about the event to prevent it from being lumped into the sea of movie award celebrations. The \$16 billion video industry, the higgest cash cow in Hollywood, still doesn't get much respect.

Consumers can vote for their favorites until Jan. 9 at all Blockbuster locations, Planet Hollywood restaurants, and on Blockbuster's World Wide Web site. The site can he accessed through www. blockhuster.com. The ceremony will be broadcast live March 10 from Hollywood's Pantages Theatre on the UPN network.

JAPANIMATION PREVIEW: In its continuing effort to bring Japanimation into the mainstream. Central Park Media is offering free posters and an in-store proview reel to retailers. The program, called "Preview PO.P.," features upcoming Japanimation titles from Central Park. If retailers commit to bringing in Central Park product, they can receive a free customized preview reel with their store's logo. Retailers can receive the posters and preview reel from Central Park or distributors.

SPANISH 'HERCULES': Bue Vista Home Entertainment will release a Spanish-dubbed version of

release a Spanish-dubbed version of "Hereules" day-and-date with the English version due Feb. 3. Mexican recording artist Tatiana takes on the role of Meg, while Latin American singer Ricky Mar-tin handles Hercules. Buren Vista will advertise the title on television in the top Hispanic markets

	ard		Sales.	
UAST WEEK	WIS ON OWIT	COMPLED FROM	A NATIONAL SAMULE OF RETAIL STORE SALES I Imprint Distributing Labor, Catalog Norther	Principal Parlument
-			*** No. 1 ***	
5	5	MEN IN REACK	Columbia TriStar Home Video 82453	Tommy Lee Jones Will Smith
ø	3	MY HEST FRIEND'S WEDDING	Columbia TriStor Home Video 82723	Julia Roberts Dermot Huliconey
	,	GEORGE OF THE JUNGLE	Walt Danay Home Video	Srandae Frasor

e.	2	1.8		Distributing Lahel, Catalog Number	Parlument	5a		03
				*** No. 1 ***				
5	5	5	MEN IN BLACK	Columbia TriStar Home Video 82453	Tommy Lee Jones Will Senith	1957	PG-13	15.95
,	ð	3	MY HEST FRIEND'S WEDDING	Columbia TriStar Home Video 82723	Julia Roberts Demot Hulconey	1992	16-13	15.95
9	9	,	GEORGE OF THE JUNGLE	Walt Daney Home Video Juena Vista Home Video 11774	Svendan Frees	1199	N	22.9
,	2	2	THE LOST WORLD: JURASSIC PARK	Universal Studios Home Video 83096	Jall Goldburn Richard Menborough	1990	10-13	22.9
2	9	2	SCREAN	Dimension Home Video Doena Vista Home Video 10499	Neve Campbell Draw Barrymore	1296	6	15.9
2	2	2	HANSON: TULSA, TOKYD AND THE MIDDLE OF NOWHERE	TulyGram Video 4400479233	Haraon	1557		14 2
2	3	2	BEAUTY AND THE BEAST: THE ENCHANTED CHRISTMAS	Walt Dianey Home Video Duana Vida Home Video	Animated	1997		2.9
,	9	32	STAR WARS TRILOGY-SPECIAL EDITION	Furfildeo 0609	Mark Hamili Hambon Evel	1997	NG	2.9
2	12	2	BEAVIS & BUTT-HEAD DO AMERICA	Paramount Home Video 312503	Asimuted	116	15-13	141
10	2	11	BATMAN & ROBIN	Warner Home Video 16500	George Clooney	1902	16.0	22.9
18	15	28	THE JUNGLE BOOK	Welt Disney Home Video	Amold Schwarzenegger	199		21
12	15	17	BOTH ANNIVERSARY	Suena Vista Home Video 0602 Universal Studios Home Video 83330	Jin Carey	1997	16.11	229
12	0	-			Jim Carry Amold Schwarzeneger			1
-	-	9	JINGLE ALL THE WAY	ForMete 4152	Sinbed Patrick Steamt	1296	16	11.9
12	12	2	STAR TREX: FIRST CONTACT	Paramount Home Video 32797	Jonethan Frakes	\$296	15	14.2
18	18	2	RAGE AGAINST THE MACHINE	Epic Music Video Sony Music Video 19/50160-3	Ragn Against The Machine	8237	10	14.9
18	23	20	IT'S A WONDERFUL LIFE	Republic Pictares Home Video 20623	Jerrei Stewart Donne Reed	2145	<b>R</b>	19 1
19	18	2	SIMCE GIRLS: ONE HOUR OF GIRL POWER	Warner Home Vices 363553	Spice Gats	1169	<b>R</b>	14.9
19	н	z	NINE INCH NAILS: CLOSURE	Interacope Viceo Trimark Home Video 6734	Note inch Nails	1199	-	14.9
19	н	58	HOW THE GRINCH STOLE CHRISTMASI +	MGM/UK Hame Video Warner Home Video M208011	Animated	1396	NR.	14 9
×	и	148	SLEEPING REAUTY .	Walt Disney Home Video Suma Vista Home Video 9511	Animated	1396	6	25.9
22	23	23	A CHRISTMAS STORY	MGM/UN Home Video Warner Home Video 104599	Demon McGavin Peter Billingsley	1296	19	14.9
22	15	,	YANNI: TRIBUTE	Virgin Music Video 77849	Taeni	1232		14.9
22	20	17	FLEETWOOD MAC: THE DANCE .	Warner Reprine Video 3-35485	Fiselwood Mac	1992		15.2
24	22		CREATURE COMPORTS	\$30 Video	Animated .	1982		14.9
22	17	-	PLAYLOT'S SORORITY GIRLS	ForVideo 7012 Playboy Home Video	Various Arthus	190	-	15.9
28	-	Ľ.,	PLAYEOV'S SEX ON THE BEACH	Universal Music Video Dist. //3V0f13 Playboy Home Video	Verlos Artijs	110	-	11.9
27	NE		THE LAND REFORE TIME V.	Universal Music Video Dist. 78V0826 Universal Studios Home Video 83187	Animated	1982		11.9
			THE MYSTERIOUS ISLAND	Playboy Home Video		1.000		
28	38	2	PLAYBOY'S EROTIC UNDERGROUND WHITE CHRISTMAS, COLLECTOR'S	Universal Music Video Dist. P3V0833	Various Articla Sens Crosby	1199	-	159
26	16-6	<b>1</b> 11	EDITION	Paramount Home Vidao 6104	Danny Kaye	1954	**	149
32	28	17	JENNY MCCARTNY THE PLAYBOY YEARS	Playboy Home Video Universal Music Video Dist. PlfV0322	Josny McCatthy	1997	NR.	89
12	86-6	Mar	FARGO: COLLECTOR SET	PolyGram Video 8006315933	Frances McDormand William H. Macy	1296	8	34.9
32	17	15	WILLIAM SHAKESPEARE'S ROMED & JULIET	Forhideo 8737	Laonardo Dicaprio Claire Dones	1996	16-13	189
12	15	,	MAHALIA JACKSON: THE SONGS OF CHRISTMAS	Amon Enlartainment 3034	Mahaila Jackson	1997	**	19.9
×	28	15	PLAYBOY 1998 PLAYMATE VIDEO CALENDAR	Playboy Home Video Universal Masic Video Dist. PEVDIEL4	Verious Artists	1997		15.9
22	32	25	SPAWN O	HBO Home Video Warner Home Video 91425	Animated	1257		22.9
32	<b>11-6</b>	mar	RIVERDANCE-LIVE FROM NEW YORK CITY	Columbia 11Star Home Video 79940	Various Artists	1997		15.9
37	n	23	ALIENS	Forhideo 1504	Signamey Weaver	1995	6	15.9
32	23	11	ALIEN +	ForMideo 1090	Signamey Weaver Tom Starritt	1179		15.9
32	28	,	FREE WILLY 3: THE RESCUE	Warner Family Entertainment Warner Home Video 14095	Jason James Richiar	1957	6	22.9
22	22	15	DIANA: THE PEOPLE'S PRINCESS	Warner Home Video 14395 MVP Home Entertainment MVP750	Various Artists	1907		14.9

• TAM paid cast, for solar of \$20,000 with or \$1 million in solar of suggests with A TAM patients est. For solar of \$20,000 with or \$2 without the solar of a weak of a solar without \$20,000 with or \$2 without \$20,000 with or \$20,000 with or \$2 without \$20,000 with or \$20,000 with or \$2 without \$20,000 with \$2 without \$20,000 without \$20,000 without \$20,000 without \$20,000 without \$20,000 without \$2 without \$20,000 without \$20,000 without \$2 without \$20,000 without \$2 without \$20,000 without \$

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11 7

# DVD ENJOYING ITS FIRST CHRISTMAS (Continued from page 65)

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Best Buy enlisted 75 stores in the Warner spring luunch. By year's end, the chain had UVDs in all 255 outlets, according to Joe Pagano, video merchandising manager. "Where the adjacent hardware and software departents intervanger." an aisle, we're using a very effective interactive display." he asn.

"For DVD movies, the real kay for exposure is day-and-date release with the VHS versions," Pagamo emphasizes, "Batman & Robis" was phenomenal on that hasis, and we need more opportunities like that to maximize the impact of the new format."

DVD was included in Best Bay's holiday answapper inserts. With the purchase of any DVD player from Best Buy, customers got a coupon hok containing 600 in avrings on future movie parchasen. More will folnow. "As the No. I seller of home computers in aur markets," Pagmo anys, "we are looking at the DVD-ROM technology and expect to showcase that software when it's available."

Tower is another enthusiast. "DVD movies and music have done exceptionally well since we started in six of the seven Warner launch markets where wh had storen this spring," says John Thrasher, YP of video sales. "In most of our 107 stores, we're nelling 25%-30% more DVDs than laserdine versions of the same movies." Thrasher adds, "Those stores with

Thrasher adds, "Those stores with the right demographics are entrying the entire DVD catalog of some 300 titles, with the top 25 priced premotionally at \$5 off suggested list."

About 15 of the larger stores have an interactive Warner/Toshiba DVD kiosk.

In line with Tower's main business, Thrasher sees opportunities for crossmerchandising DVD movies and CD soundtracks. On the "Spawn" disc are two music videos from the charted



MERCHANTS & MARKETING

Best Buy gave the new format ample foor space throughout the chain.

Immortal/Epic soundtrack. DVD and music should get an additional boost from Tower's World Wide Web site, which Thrasher promises will have a definite video flavor in 1998.

The original test of DVD titles at 50 Blockhaster: Entertainment stores in April was doubled to about 106 locations in late summer, spokeswoman Karen Raskopf rotes. Each outlet has interactive klocks that initially featured Song DVD players and Columhin TriStar titles.

Seny also chipped in a "Maximum TV" promotion that offered DVD player purchasers a card good for 10 DVD or VHS rentals. "We're still in a wait-and-see mode," Raskopf said just before the holidays.

To build consumer interest in DVD-ROM, composer accession's manufacturer Hi-Val put together a broadbased software display in the 85 Computer City outlets across the country. Mice Turner, entersimment hayer for the Tandy Electronicsowned chain, notes that the stores already carried Hi-Val and Creative Labo DVD-ROM kists and the Compan

multimedia computer system with a DVD-BOM drive.

Home Video Billboord.

Prices of Hi-VaTs two apgrade DOD-BOM Kiss, shiped this spring, ware cut, according to spokesman Ed Maskow, The DVD Hone Entertainment System is now EAR89 suggestof list, and the PC-to-TV kit is \$400.00 Both are handled with Actision' Styperard' and 'Mappet Treasure Island'', Origin's "Wing Commander", Taman's "Silved Soci", and Xiphia' "Encyclopedin Electronice".

Turner and Xiphian president Peter Black designed the software display. The 5-fost-high, three-passel rack with about 40 facings includes associate from Warner, MGMUL, New Line, HBO, and Columbia and DVD-ROM titles from Xiphian, the Learning Co., and Mirimar/Scientiar. There are shelf talkers for each product line, and a highly visible DVD backet.

"Computer City is determined to be on the cutting edge of the new technology, and we're very pleased to offer consumers a first look at the DVD potential." Turner says.

# Distributors Concerned About Video Stores Breaking Street Date For Extra Weekend

# BY EARL PAIGE

LOS ANGELES.—The Korean-American Video Assn. could hold the key to the solution to a problem nagging home video: the release of sell-through and rental titles in violation of street date.

Instead of waiting until Tuesday, which the industry chose to pump up weeknight activity, stores are displaying cassettes on the previous Friday. They gain the advantage of an exclasive—and lucrative—weekend window.

Southern California has been hit the hardsat in recent months, and the impact is spreading nationally. Distributors met Dec. 15 in Los Angeles to seek answers. One had an ethnis ring. Daring the meeting, members of the 300-store Koreas-American Visico Assn. were alerted to use a 24-bour het line to inform subdistributer Goldm Bell Distributors of violations.

Golden Bell, which generates as much as \$12 million a year in sales to Korean-American outlets, has been accused of persistently jumping the gun on shipments. President James Lim says he's far from alone.

Lim, recently elected to the board of the South Colormic Video Software Dealers Assn. (SCVSDM), totak his east to his 2004 choice constitutioning, "All of you know we were not the on Priday. Lim hold retainers, "There are others, especially in the last four or fireweeks, who are using their advantage" to break street date. He called the past year "a delicate time" for the 4-yaar-

Getting a leg up for a weekend may be the difference between survival and failure for many stores, scording to other subdistributors. Jeff Leyton, head of First Video Exchange in Gardean, Calif, asys, "This problem has gone on for so many years here because it's about the only advantage a lot of independent stores have left."

He adds, "They're not going to give it up, so what we have now are subsubdistributors"—in effect, retailers serving 16-26 smaller accounts. "They figure nobody is watching them. We have to get the word to the national offices of the major distributors all over the country."

The flap erupted attare an October meeting of the SCVSDA was addressed by Bill Burton, executive director of the National Assn. of Video Distributors (AND B. A fist of rampect stores, intended for NAVD members only, was inadvertently circuitated to attandees at the Los Angeles Airport Marriott.

Street-date violations have served to revive SCVSDA, says Matt Felnstein, the group's president and a VP of Marbles Entertainment, which supplies supermarksts. Burton's appearance to discuss the tuple drew the largest crowed in the group's recent history. Lature SCVSDA lenders were

Later, SCVSDA leaders were invited to the annual dealer appreciation night held by Golden Bell. Their appearance marked the association's first success in reaching the Korean-American retail community.

with the	XIIX	N OWN	COMPLED FROM & NATIONAL	SAMPLE OF RETAIL STORE RENTR	L REPORTS.
1112	15	WNS 0	TITLE Roley	Imprint Debrifteting Label, Catalog Number	Principal Performens
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1	1	7	FACE OFF ID	Paramount Home Video 330553	John Travolla Nicolas Caga
2	2	5	MEN IN BLACK (PC.13	Columbia Trătar Hone Video 82453	Towny Lee Jones Wel Scott
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5	4	10	NEDDING (%-13) AUSTIN POWERS (%-13)	82723 New Line Nome Voleo	Dennot Multoney Michael Meyers
	-	3	CON AR PI	Numer Home Video N3965 Touchelume Hume Video	Disabeth Hurley Notiles Cage
,	11	4	GEORGE OF THE JUNGLE TO	Suena Viato Home Video LO684 Wait Dianey Home Video	John Cusack American Feature
-		-		Ruena Vitela Home Video 11774	Sendra Bullock
-	-	4	SPEED 2: CRUISE CONTROL (PG-11)	Fortides 6100	Jacon Patric Mice Second
9	8	7	BOWY & MICHELE'S HIGH SCHOOL RELINION (R)	Touchetave Harve Video Boena Vieta Horve Video 10438	Lisa Kuchow
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12	7	8	THE LOST WORLD: JURIASSIC PARK (FC-12)	Unversal Studios Home Valeo 830%8	Jeff Goldblum Rohard Attenborne
13	10	11	EREAADOWN (7)	Paramount Home Video 334543	Kurt Russell Kuthises Quinton
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15	15	4	OPERATION CONDOR (75-12)	Mismas Hone Entertainment Buena Vista Hone Video 12687	Jackie Chan
16	12	8	ADDICTED TO LOVE (R)	Warner Home Water 15252	Mag Fyon Matthew Brobend
17	13	13	UAR UAR PC-ID	Universal Studies Home Video #XXX0	Jin Carny
19	16	10	BATMAN & ROBIN (10-13)	Warner Home Video 16500	George Cleaney Andd Schwarzmeg
19	28	26	SCREAM (T	Dimension Home Video Buena Hata Home Video 10499	New Constall
210	12	н	THE SAINT (%-13)	Paramount Home Video 071597	Drev Earrymons Tel Klimer Doubeth Shue
21	21	4	SOME FEISHIN' (B)	Hollywood Rickums Home Video	Jos Perci
22	17	5	TRIAL AND ERROR PC-12	Buena Heta Home Xides 9179 New Line Hame Video	Danny Glover Michael Richards
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24	-	4	SHOW WHITE A TALE	Buena Nieta Home Kiden 8730	Juliette Breatre
	33	-		PolyGram Vole: 4400545873 Meanax Plane Extentionment	Sigturney Weaver
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28	15	12	ANACONDA (%C-13)	B1253	Ice Cube
27	20	13	VOLCAND (PC-13)	TerWelec &025	Arre Hiche
28	23	29	THE DEVIL'S OWN (I)	Columbia TriStar Home Video 82463	Hankon Ford Brad Filt
29	NE	-	BOX OF MOONLIGHT (0)	Tematt Home Video VM6576	John Turturro Dermot Multamey
36	32	в	EVERIONE SAYS I LOVE YOU ID	Minuman Home Enlastainment Buera Hista Home Video 10488	Woody Allen Goldie Hawn
31	25	5	LOVE VALOUR! COMPRESSION (0)	New Line Home Video Warner Home Video N4558	Jean Revander John Glover
12	35	23	DONNE BRASCO (7)	Columbia TrStar Hone Yides 82513	Al Paone Johnny Depp
13	27	8	NOWHERE #0	New Live Home Voteo Warner Home Video N4555	Sharver Dohelty Orebra Accircuit
ж	25	34	ABSOLUTE POWER IS	Warner Home Walks 2508	Clint Eastwood Gene Neckman
35	ND	-	54 (10)	Samen Extentesimenti 1094	Note Pescet
35	25	3	NIGHT FALLS ON MANNATTAN (7)	Republic Pictures Home Voteo	Anny Garcia
27	80	-	THE SIXTH HAVE ITS 13	Tourisations Marrie Malan	Richard Drayfusz Marton Wayons
20	NE		IN SUCCESSION OF	Buene Hista Home Voleo 10644 Pas Lorber Home Voleo Wester Home Totertanmet FLH1332	Kadeem Hardison Catherine Deneuw

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JANUARY 10, 1998

◆ ITA got conflication for a minimum of 125,000 units or a doilor volume of \$9 million at retail for thermally missed pagrame, or of all read 25,000 units and \$1 million it suggested neal life unithermal titles. ○ ITA patterns conflication for a minimum as of 25,000 units and doilor volume of \$18 million at volatil for theatrically missed programs, and of all lead, \$0,000 units and \$2 million at suggestien retail for theatmany missed programs, and of all lead, \$0,000 units and \$2 million at suggestien retail for constraintical to for. O 1996, Biblicane \$1900, Biblicane, \$100, \$

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# Nick's 'Good Burger' Flick Should Make Tasty Spinoff

WELCOME TO 'GOOD BURGER': Hilariously dim (but not quite so dense as he seems) counter guy Ed the Good Burger returns to the small acreen Feb. 17, when Paramount Home Video releases the Nickebdeon spinoff movie "Good Burger" to rental.

"Good Burger," starring Kel Mitehell (as Ed) and Kenan Thompson, was inspired by a skit of the same name, the most popular orgoning bit on Nickelodeon's bit comedy show "All That." It comes full circle as a video reisase.

Directed and co-produced by "MI That" creator Brian Robbins, a former actor who starred in TV sitcom "Head Of The Class," the movie comes with the built-in audience. That being the case, it is surprising that Paramount chose to rolease "Good Burger" to rental, although it will be repriced for nell-through.

Child's Play caught up with Tompon and Mitchell (or Kenan and Kei," as the comedy due are known on their-ewn Nick sitecom last sammer, whon the pair came to Chicago on a 15-eity promotional tour prior to the movie's release. The supremely grifted teens, whose onscreen chemistry is palpable, dropped in the Viacom Extertainment Store on Michigan Avenue on a rainy day in las Jay.

Mitchell, a native of Chicago, and Thompson, who bails from Atlanta, talked about the genesis of the "Good Barger" sketch. It's set in a no-frills fast-food joint staffed by teens, foremost among whom is Ed, who wears his Prince Valiant-style hair in tiny braids, uses "hey, duuuude" surferspeak, and seems incapable of getting even the simplest order right.

Eds weverly spaces anything-ranhappen demanor makes for hysterically funny elapstick attantions. According to Mitchell, "All Tbat" writer Dan Schneider first came up with the idea of a fast-food problem employee who "meases up everywith de idea of a fast-food problem employee who "meases up everykind of slow and screws up all the orders."

As for Ed's speaking style, Mitchell says he "treated the charder's vice when I was 8 years old. I used to watch wrestling, and I do the commentary like the wrestlers. I'd be, like, "Yesh, duck, I just knecked out Macho Man Buddy, whoa, yeah." At the suddies, they wanted me to do a lot of improvintion. They and, 'OK, do a surf-dudeslash-wrestler."

"So I did the vaice: 'Welcome to Good Barger, home of the Good Barger, can I take your order.' The night of the show, I threw on the wig, and everybody said, 'That's it, that's the character.' That's how Ed came alone."

Stretching the "Good Burger" sketch into a fostare involved creating a little-guy-vas-big-guy pict. A glitzy, heavily financed chain called Mondo Burger sets up stop across the street from Good Burger, wooing away its customers. Then Good Burger counters with a special sauce Ed



# by Moira McCormick

created and regains the upper hand. Kurt, the unfriendly manager of Mondo Burger, yows to get the recipe.

But Kurt hasn't reckoned with Ed, who "riceps in his Good Burger uniform, showers in his Good Burger uniform," says Mitchell. "He is not going to let that happen."

Thempson plays Dexter, a selfinvolved heel web eventually gets his conceptance and learns a thing or two about friendably from Ed. Because Thompson usually plays a variety of walk-on parts in the TV abstêts, the co-starring role of Dexrealm of Nickeledeon, you can't have Kele without Kenan.

"Nickeledeen always wanted to do a movie with Kel and me," asys Thompson, "but they didn't know whether it would feature Mavis and Clavis [two geriatric African-American gents who are popular Thompon and Mitchell characters] or Ed and labbo (the latter in Thompson's take on a foreign exphange student), or whatever.

"Then they just decided to make it a 'Good Burger' movie and made up

# BLOCKBUSTER TROUBLES REFLECT VID CHAIN WOES (Continued from page 17)

as much as 3% in quarterly samestore sales, the all-important retail yardstick that measures activity

The results of the set of the set

Fields finally bailed out and returned to mass merchandhing. Redstone said Viacom might turne Bockbuster into a tracking stock in 1988 in order to get il away from Viacomb other properties, but analysts were skoptical that that would happen. A few months latter, Viacom tapped John Antioco, who had paparheaded Uranarusta at Tico Bell and Circle Ben has been back on rentals of video.

Although cash-flow problems were a drag on Viscom's stock, the company bad admirers on Wall Street for the continued success of its other, diversified businesses, like MTV Networks and the Paramouni studios. But the publicly beld video or cable channels to divert attention from the woon of video rental. In the second half of the years, however, there were signs that the bottom had been reached and that video retail had begun the slow climb back up.

# THE SHAKEDOWN

Hollywood Entertainment, at 782 stores, saw its stock fall from nearly \$25 a share in the past year to about \$9 in late December. Profits were falling, too. But in the third quarter, it was reporting positive same-store sales of 2%.

Movie Gallery, which bas 955 stores, watched as its stock plummeted from \$15.50 to 33. For the third quarter, it posted a net loss. But the good news was that samestore sales rose 2%—the first increase since the first quarter of 1996.

And, despite plunging stock prices, the chains were still growing.

West Coast Entertainment, an operator of superstores, was opening new stores that feature more sell-through video and cafes. Taking a page from Blockbuster's overseas expansion, West Coast announced plans to acquire a 108-store chain in Australia. But its stock had taken one of the biggest tumbles, from about \$11 to \$12.5.

Video Update, armed with a credit facility increased to \$60 million at the beginning of the year, was bunting for big acquisitions. Its shares, though, were down to \$1.6875 from \$6.125.

Moovies also had negotiated a bigger line of credit from its lenders to finance buyouts. To avert an unwelcome takcover, it adopted a shareholder rights plan, but a few months later it fell into the arms of suitor Video Update. But Moovies was reporting same-

But Moovies was reporting samestore sales declines of 5.0% and 5.0% in the first two quarters and had to take a \$1.5 million charge to reduce its growth plans. Its stock was down to \$1.125 from \$7.50.

Blowout Exterts imment, a video chain that had been sold by its parant, video distributor Rentrak, was having problems as a stand-alone company, with both same-store sales and revenue down and a loss of more than \$800,000 in the third quarter.

Rentrak, meanwhile, having divested its money-draining Pro Image sports shops and Blowout, was back on the road to profitability as it focused entirely again on its pay-per-transaction business of sharing rental revenue with retailers and studios. Its stock had visen to \$5 from a low of shout \$2.50, but in late December it had fallen back to \$3.375. Rentrak had received some potentially good news when Blockbuster said it was developing its own revenue-sharing model. As lysts said that might drive more small retailers into Rentrak's camp.

Another video middleman, rackjobber Handleman, was struggling with the decision by mass merchants like Kmart to buy direct and wan reporting video sales decilines an high as 54%. Its stock was about \$5.75 at press time, down from a yearly high of \$9.83. this character, Dexter, for me. He's manipolative and minchlevous, always thinking about the quick way out of a altuation, and it ends up backfiring in his face. So be's the main one learning all the lessons in the morrie."

ing as the resours in the more: Mitchell says, "Furents like it because it teaches not to lise—and not to judge a book by its cover, because at the end you see Ed actually is kind of smart and knew what was going on. And you can take the whole family to see it and laugh and have fun. That's what's cod about it."

As to the challenges a movie presented as opposed to the TV sketch they know so well, Thompson says, "The show 'All That' is real in-yourface and kind of broad. On film, you have to tone things down a little bit." Thompson's character Dexter, he notes, is basically "a straight man."

Thompson and Mitchell met three years ago on the set of "All Tbat," and they clicked right away. "I like his jokes, he likes my jokes," says Mitchell. "TI be the one running around, and be'll be the one, like, 'Come on, man, show down a likt bkt, then sometimes he'll act byper and TI tell him to slow down.

"On our show 'Kenan and Kel,' he became the straight man and I was the goofy, one-step-behind guy. But what's cool about our duo is that we can switch back and forth."

### Billboard, **JANUARY 10, 1998** Top Kid Video. COMPLED FROM A NATIONAL SAMPLE OF BUILD STORY SALES BEFORES 8 1 s SNN: TITLE 22 t, Distributing Label, Catalog Number \*\*\* No. 1 \*\*\* REAUTY AND THE BEAST. THE ENCHANTED CHRISTMAS 1 1997 26.99 2 1 134 1955 26.95 Watt Disney Home Video/Buena Vista Home Video 9511 THE JUNGLE BOOK- 30TH ANNIVERSARY 2172 Suena Vista Nona Video 0602 MARY KATE & ASNLEY'S CHRISTMAS PARTY 4 11 1992 12 95 Dualster Video/Warrer//eion Entertainment 53356 POON'S GRAND ADVENTURE 1957 24.25 Val Dissey Home Video/Suma Vista Home Video 16030 CREATURE COMFORTS 6 10 1997 HOW THE GRINCH STOLE CHRISTMASH . 14 83 1966 14.85 CATS DON'T DANCE 8 17 19.99 FUN AND FANCY FREE 9 19 21 1542 25.99 ma Video/Suena Vista Home Video 9875 THE NUNCHBACK OF NOTRE DAVE 10 1995 25 22 THE LAND BEFORE TIME V. THE MYSTERIOUS ISLAND 11 NEWP 1997 13 58 ANASTASIA SING ALONG 12 1997 12 58 ALADOIN 13 22 155 Home Video/Buena Vista Home Video 1662 BARNEY'S GOOD DAY, GOOD NIGH 14 13 1517 14.55 may Home Video/The Lyons Group 02019 A CHARLIE BROWN CHRISTMAS 15 21 44 1990 15.25 BAMBI 15 201 one Hone Video/Rome Vista Home Video 942 SWAN PRINCESS: ESCAPE FROM CASTLE MOUNTAIN 17 1997 13.9 mer Family Esterlassment/Warner Home Video 98033 THE LION KING Wat Distra Home Video/Buena Vista Home Video 2977 18 17 123 194 25.00 RUDOLPH THE RED NOSED REINDEER 19 n l 58 1583 12.99 Family Home Entertainment/Live Home Video 27309 THE SIMPSONS: TRIPLE PACK 20 15 11 1997 24 96 CINDERELLA 21 07-0000 1990 25.99 Home Video/Roena Vista Home Video 410 22 E 15 MARY KATE & ASNLEY'S BIRTHDAY PARTY 1997 12.95

23	24	9	ANNABELLE'S WISH Hallmark Horse Entertainment 10253	1997	12.95
24	20	81	SHOW WHITE AND THE SEVEN DWARFS Will Convey Home Video Double Video 1514	1517	25 99
25	18	15	NARY NATE & ASHLEY: OUR MUSIC VIDEO Qualitar Video/Warrer/Video Extensioned 53357	1997	12.95

# **Reviews** Previews



POP

THE HIGH LLAMAS Cold And Bouncy

V2: Alpeca 27003 Masters at evoking the sound and spirit

of such American pop masle masters as Brien Wilson and Bort Bacharach, the U.K.-hased High Llamas now turn their focus toward European soundtrack music, smooth bossa nova rhythms, and band members recioned can sound both "cold and boancy." The result is a delightful alourn that throws the listener

for a nostalgic loop, thrugh not necessar-ily a definable one. From the justaposition of analog synth sounds and thick harmonies on "Tilting Windmills" to the retro string voccage on "Glide Time" to the Brazilian rhythms that drive "Home suin Rerun." the mostly instrumental album toys with all manner of pop contirs yet somehow manages to sound can-temporary. A amooth left turn by a band that always knows its fame on their toes.

# COUNTRY

One of the more reassuring devel ments in country of late has been the profusion of female writers and singers who appreciate country's past and trawith a modern accessibility. Artists like Lee Ann Womack and Sara Evans redefirs the rotion of neo-traditionalism. Now comes Ruby Lovett, possessor of a big, expressive voice and a confident delivary. Alien Beynolds, best known lately for producing Garth Brooks, turns in a beautiful, unobtrusive-and very country-production. Lowett co wrote three of the songs, including the soaring ballad "Look What Love Can (produced by Shelby Kennedy and and Jimmy Metta). Keep an eye on this woman. Finally, it's about time country rousic had a singer named Ruby

## LATIN

- ANA BARBARA

Los Besos No Se Dan En La Camisa Tonevise 5627

The steadily rising songstross from the ranckeys field teams with famed producer Solfs to craft a winning, rumantic such as the title track, "Como Me Haces Falts," and "¿Qué Saben? (the latter a duet with with Solis) are likely to garzer mucho airplay on both pop and regional Mexican stations

# CLASSICAL

\* LOU HARRISON: A PORTRAIT Maria Bachmann, violin: Al Jampau, vocali tenia Symphony, Barry Jabowsky Acro 485 895 In his 80th year Los Herrison is the



### 6 STRING ORAG High Hat

PRODUCERS The Twongtrunt E-Squared 1055 This rockie North Carolina rock band steps to the plate as decisively as the most hardened veterans with an album of sharp, rootsx and melodically inspired tunes that owe small debts of influence to artists ranging from John Fogerty to NRBG to Elvis Costello to country rocker Stove Earle-who runs the E-Squared label with Jack Emer son and produced this album with longtime collaborator Ray Kennedy, Highlights include th harmony-rich ballad "Elaine," supersharged rockers "Battle Of lues" and "Gasoline Maybelline," the regtime-flavored "Over & Top Of The Mountain." Although "High Hat" is probably too edgy and diverse for mainstream cour try radio, the album lends itself to college, triple, A, and alternative zy outlets. A band that sets of roots rockers by placing a premi um on song craft.

sadly, not all of his work has found an outjet on disc. This divarse, highly ibla album is a great step in the right direction. Characteristically, sev

# SPOTLIGHT



VARIOUS ARTISTS

### Great Expectations: The Album The soundtrack to the high-profile 20th Century Fox film starring Gwyneth Paltrew and Ethan Hawke fastures a bost of talented rock, dance, and world music material, some of it written espe cially for the movie and some of it in collaboration with score composor Patrick Doyle. Among the highlights are Teri Amos' rocking "Sires," cutting-edge dance group Mono's "Life In Mono," Por's "Today," and Reef's snarling "Res-ignation." Also noteworthy are the colo debuts by two of the most identifiable voices in alternative rock: Chris Cornell of Soundgarder ("Sunshower") and Scott Weiland of Stone Temple Pilots ("Lady, Your Roof Brings Me Down"). The first single a Dancan Sheik's turefal ahful Thinking," which should appeal to his adult rock fan base. A musical quality, asked by a powerful marksting campaign.

eral pieces are influenced by the shimmering sounds of Balinese gamelan. "Double Music," a pareassion piece written with John Cage, excerpts from

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Crime Juzz: Munic In The First Derme

VARIABLE ARTISTS

ARIOUS ARTISTS Crime Jazz: Music In The Second Degram

Abies 72512, 72513

which yielded a raft of singles and the Movements: 30th Anniversary Antholines Despite skimpy track annotation West Sale 302 This British Into-'60s, early-'70s pro ibeds some light on the material, no

gressive rock hand co-founded hy Roy Wood was one of that country's most delic adventurism of the Byrds, Jimi Hendrix, and the Beach Boys. Because of the Move's lack of com

Lynne murphed it into Electric Light Orchestra, This three-CD British alburns, including its self-titled debut of all the band's singlee from th period. What the hus does not feature are the Move's later Harvast years,

to In Siendro," featuring fine violinust Maria Bachmann. There's also s beief but moving "Elegy" in a more European mode, But the centerpiece is the S phony No. 4 in which Harrison brings East and West together compellingly (complete with a syrical turn from virtuoso Al Jarreau). Let's hope there's more coming from conductor Barry son's beautiful music

Jekowsky, an ideal interpreter of Harri \* SCHNITTKE: Requires, Plane Concerts Russian State Symphony & Capella, Valeri Potyansky, Iger Khudolei, piana andes 5564

the dance score "Solstire"; and "Concer-

in paser Alfred German-Ratsian et inittke is one of the foremost artis of our five de sidele, his music mixing the sublime and absurd into a beady, polystylistic brew. Schnittke's work has been vigorously documented in recent years, with British label Chandos lead includes some half-dozen titles, include ing last year's pramiers of his otherrdly "Penitential Paaless" and the Aeffeitive take on his intense Symph No. 2 from this fall. The moving Requirm is a jewel in the Schnittka crown, and whila this rendition lacks the searing immediacy of Toha Kaljuste's version (Caprice, '86), the Chandos recording is stnically superior. This grandour of sound extends to the Con-certo for Piano and Strings, a strange gripping piece. Here's to Chandes arding Schnittke's opera "I

# \* SIBELIUS: Symphones 6 & 7, Tapiola Lahti Symphony Orchestra, Damo Vänskä

Sir Colin Davis and the London Symphony Orehestra hava won approba tions for their recently completed Sibelias cycle on BCA, but Finnish con ductor Osmo Vienki and his Labti Symphony also have the full measure of this music. With this disc, Värskä and great national composer's orchestral

atmosphera of TV and movie crime

Released on two separate albums with

graphics retritiscent of Saul Bass' titles for "Anatomy Of A Murder," its

by such abundtrack greats as Henry Mancini, Eimer Bernstein, Lab

Schiftin, Quincy Jones, Mikko Rozes, Pote Regulo, Laurie Johnson, Warren Barker, and Alex North, plus guest-

star iazamen Stan Kenton, Kaj Wind-

ing, Stan Getz, Mundell Lowe, Shorts

ogers, and others. (Rhino's "crime

janz" neethetic also embraces muck

other non-genre dramas.) Features

version of "Perry Mason," Ecess's

version of Perry Musca, Evena s hrooding overtura to "The Asphalt Jungle," Jones' treatment of Manci-ni's venerable "Peter Gunn," David Ameun's music from "The Young Sav-

ages," and other overblown piesoures

works for the Swedish BIS label, end ing on a high note. From the course trated and powerful (No. 7, the tone poem "Tapiola") to the grand and myr tarious (No. 6). Vanskä ralavs Sibeliu anie invention in all its Nordie cleave and universal appeal. While not quite so dynamic as ECA's sound for Davis, the BIS sonics are of a high standard. A great record. Distributed in the U.S. by Qualitor.

# GAVIO CHESKY: Three Pasiets For String

Deutschen Filmerchenter Babelsburg, Staphan Semary

The success of such neo-medievalists a Aree Part and John Tayener was bound to encourage instators, inspired eithe by the componers' inventive, heartfelt idiom or hy their astounding record salas. Label astropreneur David Cheeky-who has previously written pieces in a Latin and jazz-Inflected in-is one such Johnny-come-lately His three "Psalms" possess definite sur-face loveliness, and each is well played and beautifully recorded. But the mystic minimalist compositional style is exceedingly raceived and the emoti ism disconcertingly pat. Often with Tavener and Pärt, less is more. With Chesky, less is a bure. Distributed by

# GOSPEL

\* CHARLES FOLD & THE CHARLES FOLD SINGERS Dar Here Day Majentic 7003 This new label bows with an impressive effort from a Grammy winning gospel veteran. Charles Fold is in big, bold voice, and the band and choir amoka from the start on the irrepressible, rocking "Tell It." As great as he is, Fold does not hesitate to share lead vocals with an ensemble chin-deep in strong soloists. Among others, Barbara Pinkston soars on the ballad "Your Graca," and Ronald Logan kicks out the ams with "Will You Be A Witness Fee The Lord," With roots in gospel traditice and eare clearly tuned to a contemparary sound, Fold and his Singers com-770-821-5633.

# NEW AGE

Just One Look PRODUCER David Prichard

New Mit Music 1004 David Pritchard has found a solution to the lonelineas of the solo acoustic guitarist's coundrum. He's created a group of multiple guitars, stacking up to instruments on a track, sometic with overdubs, sometimes with his group. He deploys them over intricate minimalist-inspired compositions as overlapping fager-picked cycles move through shimmering air. There is a spacloastees and forward momentum to Pritchard's designs that make his simple but detailed compositions sound cin-ematic. On a few tracks be brings in the ethereal vocals of Terri de Sario. In an ers of bombast, Pritchard's "Just One Look" finds depth in the details, Con-tact: 626-754-2585.

they do, with this entertaining colleconic overtures that issned up the A BING: SOLUGE Reason down by the move effort to deams good shorts to deams good shorts to be about a maked met active Billiouri chargements VID, BISSUES Researced abures of special ands, perhod, and connectial literat, and obtaining color A second Doubers, New York, NY 10035 Services to Deel Flage, Billowst, 49 Mark Spare W, Narhells, NY 2020 Services to Bain Larenst, 324 Fem Weig Read, Laweeth, NY 40218, Dire controlstore Newleck Networks (Ny Jeob

themes with the ubiquitous lounge music cruze, surely the folks at Rhite

# **Reviews & Previews**



# POP

> JOOY WATLEY OF The Hoek canto

WHITEKS C Pandieton, C Lucae, D Flage TUBLERIUS Degling/Harrier Chappell' He when AV2.40

### mile 8413 towards singl

Watley is gunning for a maps pop come-back with her first single for Atlantic. She previous the album "Flower" with a sultry the of funk fortified and that reveals markedly more mature performer now rapable of breathing w ridly depth into every lyric she utters. She is surmarded every lytic are others, one is sub-control by a street-credible groove courtesy of producer Malk Pendieton, as well as some nighty tasty rock-guitar riffing by Ken Lewis. Since radio can no longer live on one version anymore, Soul Solution's Ernie Lake and Bobby Guy have been drafted to reinvent "Off The Hosk" into a pophouse anthem, which they accompl with reliable finesse. The groove here is bard-edged and appropriately frenetic. while Watley kays layers of sweet chorus harmenies. It'll keep DJs grinning while widening the song's prospe ts at radio

IN MEX BRATICH THE CASE CERS: The Barman Drothers

AD40275 The Bernes Brahers

NARY 182 and Mercuric Susperie south

don is a charming Chicago news with the good fortune to be the latest pro tige of mega-hot producers the Berman Brothers. He previews his forthcoming at disc, "Love Is Everywhere," with a co-infected interpretation of Snandau Ballet's '80s era smash ballad. The song is surprisingly potent in this outlent, as Braydon flexes his boyish tenor voice like a a teen idol waiting to happen amid the Bermana' flarry of candy-sweet synths and lowly heats. One to keep a close wre on.

\* BENAN JOHNSON World Keeps Turning co-str RCOUCER Michael Nampro WHEN PL PL Submont M Status

(25 Hoter's Child Spaghets Govers, BM

RCA 64944 en two most monthly son makes an excellent first impression with a cute bit pop shuffler that effectively exclusion of classic funk with bestraik pop. Behan has a sensity also range that suits the track's dark groove and poetic lyrics extremely well. Although the poets tyres attraney was. Attracting the intricately arranged "World Keyns Turning" may prove to be a tad too sophisticat ed for audiences in perpetual search of quick-for simplicity, those who invest in the track and give it a few spins will find th

BROOKLIN BOUNCE Get Ready To Bounce charu

WRITERS & Burn.M. Merch

PUB SHEET Louisticanale.M

ASCAP REMOVER, Dannis Bohr

6(a 37725 (CD sin

Now that all of elabland is wild about this hippy hi-NRG atthem, the time has come for radioheads to follow suit. It doesn't get rommands the panter to bounce, while a frenetic best supports swirling, space-age synths, It's catchy good fun that will ser as a useful nevelty item for rhythm-rooted pop stations.

R & B In LYSETTE Young Sad And Eller (4.01) WRITERS L. TH. C. Thoreton, B. Dilmont

Inh Metal/Hd Saucellawie Title ACCAP M M276 inserts matel as been a long, long time since any of

as jeep dollies trying to ana Mary J. Bligs as the queen of hip-hop soul ily came through with a voice and capable of making a realistic bid for stinence. Lysette rises out of Dallas stin's Proeworld posse with a faceckin' peace-out to a loser lover. She dives into the sone with a jazzy fair and a to-nonsense vibe that doesn't rely on screaming or shouting. The fact that she's pretty chilled in her delivery is what the point home, like a has the heart. If you haven't seen Billie Roodruff's equally potent videoclip of , Sad And Blue," you're missing out une on the perfect complement to a single that tized for chart greatness. Tune in to BET and shork it not.

# KAREN CLARK SHEARD FEATURING FAITH EVANG Nothing Without You (4.52)

HODUCERS Horare Histor, Stanley Brown WTITDIS 5. Brewn, N. Albrida PLELD-EXS. Storiey Brows/Instrume, BM

Island 7729

Producers Stanley Brown and Hiriam rept to take gospel music down a jazz and R&B aduk route with the mellow "Nothing Without You." This impirational rding pairs newcomer Clark-Sheard with jeep-soul diva Evans to accomplish a polished ode to God and his great s. The B-side of this track, "The Will Of God," stays traest to Clark-Sheard's grapel roots as the dates with her draghter, Kierrs. The younger singer steals t ming with skilled, youthful yous bravade, h la Patti LaBelle. Expect "The Will Of God to soar at radio at regular gospel and Surday gospel-brunch format

ROOP The Way | Parlay on Street Send

CCR Ron Caniel WEATER not lated rier 001 (casets state)

og much has changed about the crable R&B act Troop over the past few cars. The members have gained a bit of weight (as is evidenced on their portrait-embossed CD), but their style remains that -impreciable vocals, eatchy brics, melody, harmony ... you name it. Accompanied by up-to-date production, "Parky should fit smarty into current R&B radio

# COUNTRY

NUMBER OF ARTISTS No. Re & Minacle on Ltd.

TERS: P Myers, G Baker, J. Williams PUBLISHERS Only Stany Jointy Enterprises, ASCAP the Songs/Tune Diver, 8M BNA 65311 100 press

gle is from the album "Country Cares For Kids," a multi-artist project to benefit St. Jude Children's Researc Hospital in Memphis. Randy Oren Mindy McCready, Kevin Sharp, and ny Chesney are among th joining voices on this poignant song. which was written by the talented team of Gary Baker, Frank Myers, and Jerry Williams The performances are atl ring, and the production is powerfall without being overwrought. The second cut on the CD is "Let's Talk Aboot " a poignant ballad sung by Mindy Mofready, who turns in an exceptional ly fine performance. Both songs are stirring efforts that should garner airplay and help bring attention to the m. These songs are for a good cause, and remember-this is the senson for giving.

JEFF CARSON Cheatin' On Her Haart (3 18) di Safas Santari Water Smark/AShare Mexilenalis' Hits/HOH, ASCAP

First 8.359 (CD prime) The latest single from Carson's current dbare, "Butterfly Kisses," is a live uptempo number written by Mark D. Sanders and Little Texas' Porter Howell. The weeping steel guiter intro

diately gives way to a dancefly ready groove that doesn't let up. The booky-tonk piano and fiddle intertwine with Carson's energetic vocais, and the whole outing has a pleasant, radiofriendly feel

# DANCE

JEAN MICHEL JARRE Oxygene 10 mm

FUELGHOT Formis Drafus, ASOF Epic 3723 toth Sary! C 5 out anyto Jarre's new-are-flavored rhythms are elevated to a new level, thanks to the time-sensitive input of several cutt adapt reminers must notably Sach! who has been a deminant clubland figure in recent months. In his hands, "On 10" becomes a heart-racing journey into the trance-NRG realm. Meanwhile, Resistance D, head down a more house paved road, and Apollo 440 break the track down to a jiltery breakbeat pace that will open possibilities in electronics circlas. All the while. Jarre's complex. ever-pleasing melody remains pr current "Oxygene 7-13" opus, as well as on Epic's forthcoming multi-set estrava-ganna, "Welcame To The Epideume."

DJ ICEY This is How By Drummer Onums

PRODUCCR. DJ koy WRITER OF HIS PURISHON Galaxy Jone, BMP #8x 57067 x00 unget And my how well it does drum! Add D. leey to the list of beatmeisters who will belp broaden the landscape of main stream dance mutic in '98. Narrowded eategory keepers will be con founded by this treak which is not the ested subsections of alectronica Rather, it bleeds alements of both as tors together, combining an armicad of maning for bours after one at

## AC

+ PAUL MANCHIN PS while? + Name PUBLISHER not listed 8-Group 90125 (C) seget Manchin doren't brat around the bush on tone about humouladia With a small

soulfs when that has already drawn food comparisons to George Mschael, this intriguing newcomer wastes no time get e heart of the matter with ante of "homophobia, we don't need it we need love." All the while, a funkinduced groove comfortably shaffles along, giving the song the accountility it. will need to reath beyond its predicted ceptence by gay sudiences. In order for Manchin to have an impact, he needs to sell "Phobia" to hetero listeners, which will be tricky. But he certainly has the unice and melodic tendencies to nonly make it harpen. Contact: 800-416-

# ROCK TRACKS

UCER at list

METHER J. Page 17 June 1 Dorbort IN. SINERS Superhyperical, ASCAP

It's never more apparent how screly lacking a lot of current rock is than when was on back to a recording like this A we version of this old Led Zeppelin fave has been uncerthed on Atlantic's recent "BBC Sessions." and it's almost botter than the original version. The electricity in the band's interplay is incredible. Rock radio listeners with a memory will needed lesson in how it's really done

+ THE WILSONS | Hote Your Face (4.10) PRODUCER wit hand WRITER and Island

Nercury 4324 Carnie and Wendy Wilson on rock radio? It'll seem odd at first, aspecially if you're locked into preconceived notic about the duo from ite terure in pop/AC trio Wilson Phillips. But this jangly gen from "The Wilsons" is as viable a contender for mainstreem and modern rock airplay as any other trark out there right now. In fact, "I Hate Your Face." with its Sundays-like flavor and tast book, is far more potent than a pile of recent singles by the duo's so-called "hip" competitors. Let go of any preis dice you hold against this act and simply listen to the song. You will be pleasantly surprised

\* DIGARMA SORS Hepe Tee're Happy (# 57) UCLP. Act Wolaw MUTERS & Beyne, Charme Sen

PUBLISHER Bran on the Tain in the Ran Music Soci-

25 0001 100 urt This Pitteburgh trio continues to grow and evolve into a band in need of a major-label deal. "Hope You're Happy

NEW & NOTEWORTHY

DOLLSHEAD IC's Over, IC's Under in 21e WRITERS & Edwards, C. Midnight, S. Swan, H.

Telsied America/Telaga 65412 ion line 47

The lines dividing clubland and tious kicker that can be found on the Chriszie Hynde-influenced lend voca floats over a skittling faux-funk is a trippy, often futuristic sathen that demands the immediate atten tion of ten 40, modern rock, and rhythm-crossover radio. Clubheads have already transformed "It's Over. thanks to a berry of varied, well-structured remites that range in tone from fully tribal disco to dark trance dub. A gens of a record that leavas you salivating for a full-length album

ELUSION Reality reat

RCA 65383 Iun BMC: lumeter this sleek and instantly appenling Factor in the sour's quietly invinted the band's must-own homemade album "Fit." There is unmistakable krony in the fact that this white-knuckled kiss-off to a wayward lover is countless notel tition Front man Rick Rayne is also the matinee idol-in-train though you will first be knocked out by his empathetic lyrics and throaty performance. Buy this album. Play this album And be happy that you were among the first to embrace a band that actually deserves the dollars in your wallet. Con tart: 806-697-2912

LISA RICHARDS Se Long (3-03)

DOUCER Danel Wise WRITERS L Richards G Reeves

thards joins the over-proving army of guitar-toting singer/sorgwriters hoping to benefit from the explosion of artists i is Lilith Fair divas Serah McLachlan and Jewel. This strumming rocker is quite the catchy toe-tapper, benefiting tremes decayly from Richards' wonderdally sin wide-eyed delivery. She has a girl ish flair that will initially retrind some of Lisa Loeb, though there's a whole lot more to her than more derivation, as open-minded programmers of rock and -A stations will discover. Conta

# RAP

\* SHAQUEEN Just Because (4.15) TRODUCER, Keel 1 WRITERS S Peace, 7 When M Raple Mighty Music 45479 tots Wild Pitch KO singlet Incredibly videogenic percomer taqueen is a Brooklyn, N.Y., tativ who wears the phrasing influences of MC Late and Queen Latifah with pride est single sparks with pota thanks in large part to rbymes that are clever and several notches above the tion is intelligence. It do hort that the groove is super-tight and coated with a poppy hook that permanently sticks to the brain upon impact. A solid beginning at rap-intensive radie will kick this track into commercial geor After that a manageful ton 40 true a completely feasible. Contect: 212-

# \* THE KARTEL Money Talks (4 CO.

WRITERS: E. Harvey, K. Johnson, H. McFarl PUBLISHERS Doken NussilyCetar Dwelters, BMI Brandon 4554 (ps thissed ICO path Philadelphia-bred new act the Kartel has offered what could become a mixtape fevorite and an undergr with the release of "Money Talks." The hase- and plano-driven track serves to cycle the group's presence in listeners brains and has lyrice that offer tales street-wise folks can relate to. Ma stream radio has yet to detect the true poles of the street when it's happening and the Kartel is likely to enjoy mostly local success right now. Only time will Il however, considering the recurrent wildfire sucress of sceningly naknown rap acts taking the charts by storm dur ing their first release weeks. The Kartel has that potential

### KILLAH PRIEST FEATURING GZA AND IHSPECTAH DECK Cross My Heart @ 402

WRITERS and laked

Gallen \$247 constraints

While Inspectah Deck and GZA perform as well as expected on "Cross My Heart," Killah Prisst storage bis way into the listeners' cipher with load, ear (people will put up with just so much valing and scow yelling and scowing verses before rebelling), "Cross My Heart" is for the hardest core of hip-hop loy ers wit appreciate Priest's gritty delivery and stellar affiliation

SINCE ES. FOR (1) Rev where with the greated charge predict CRTCS ORDER 10 New whereas, regardies of patential Chard action, which the reviewer highly recommends because of their revised merit. NOW AND NOTEWORTHY Highlights new and developing acts worthy of attraction Cassetts, very or CD segies equally appropriate for more than one forwall are measured in the ontegray with the broadest and anno. A measure avoidable to and or what if at the US are eligible for review Send Billiouni, (51) Financiany, New Yoo, N Y 10035 Caunty singles thank to send in Debenair Casset Price, Billiouni, 40 Mour. Span W., Neuholm, Tenn 37200 Complexion Dava Resc. (A.) Samered sends (Y) (Y) copies to Larry Flick, Billboard,

straight-ahaad house nor any of the

ear-grabbing samples and percussion Radio could come to the party, but that seems secondary to this track's ultimate

effects with a lean melody that you will

# GENERAL

# HOME VIDEO

# TRACEY TAKES ON . .

78 minutes each, \$19.98 British comedienne Tracey Ullman pulls out more than half a dozen ume tana called from her HBO series. Each episode centers on her as vanity, fame, sex, romance, fantasy, and the movies. One of her best characters is Ruby Romaine, a worn-out middle-aged Hollywood makeup artist who knows every atoling trick in the back. In one exceptionally funny episode about sex, she belps a male poro star for a scene by using some itrs-stiff hair spray, Her parade of characters also includes a male cab driver, named Chic; Jewish retiree n Roseothal; stunt wom Ravleen Gibson; television B-star Linda Granger, who's also a recover ing saxabolic; college student Hope Finch; and uptight British fashion editor Janie Pillsworth. Her parody of Menendes brothers' attorn Leslie Abramson, here named Sydney Kross, would make even its su of the subject matter is pretty raunchy, but Uliman's talent makes it original and funny. Each tape contains three episodes.

# HERCULES & XENA: THE BATTLE FOR MOUNT OLYMPUS

### 87 minutes, \$19.95

Universal has high hopes that this of the popular syndicated live-action shows, But unlike the series, which has a sizable adult sudience, this animated feature is strictly kids fare. The story mirrors the Disney movie "Hercules" in more ways than with our heroes battling the evil Titans to regain control of Mount Olympus, the home of Zeus his offspring. Xena is awkward by thesawn into the mix but the weit. ers have made it a plausible scenario. They've also put in some ed. The animation is a cut above average TV fare, and having the series' Hercales and Xsoa, Kevin Sabo and Lucy Lawless, voics their animated counterparts is an added The highly touted musical numbers, however, aren't that impressive. The video is a good effort, but the story could have been told in haif the time

### GALORE: THE VIDEOS 1987-1997 Ciabos Estatsionant Group 71 minutes, \$19.98

The comparison of the Care's result of the second volume of greates this, Galore, is a wild risk through main wild risk the through main roles and the second function of the second second second function of the second second second second and the second the second second second second second the second second second second second the second se consumer and must-bayas for the die-bard fan.

# SUBLIME

25 minutes, \$12.98 Despite the low sticker price, con-

remers wort get much hang for Left bock from this new lengthers below to have the set of the set the set of the set of the set hand throw the set of the set from the top-setting, self-tilted 1994 to the set of the set of the set the set of the set of the set of the set the set of the set of the set of the set in the set of the s

### STEVE ALLEN'S 75th BIRTHGAY CELE-BRATION

White item Extensionables Lorbo 40 misstes, 51:336 Steve Allen and friends head down memory lase for this birthdisy party that isn't your average tribute show While most abows have the honoree sitting in the audience as friends and colleagues shower them with praise, Allen as an active participant in this average. "Politicable Incorract" heat Bill Mahr interviawa Allen about his long tele career using an ad hot "This Is Your Life" format. In hetween, Allen sings and plays the plane, showing viewers his versatile talent. His musical Interpretation of a Mexican staurant meou is hilsrious. Clips tared, including one where he pertine with his mother. A great deal of time is spent on Allen's stint as crestor and host of the original "Totight" show, which has become the longest-running talk show on television. The retrospective clips quick wit and everyman perwhich has since been imitated by David Letterman and current "Tonight Show" host Jay Leno. Se eral taped tributes from Steve Martin, Billy Crystal, Leno, Milton Berls, and other comic giants are



# TOWS RAIGER II

Windows \$5

Tomb Rassier's ther-adventurer habe protagonist Lars Croft is back, and in rare form indeed. In this mission, Croft (think Indiana Jones in a bikini) takes off through a series of gorprove baid despress estimaneste la bee reservic for the Degrer of Xins, a magical Tibetan artifact. The water exponses are seenedaily inducidation of the temperature of the temperature original include a series of rew buenna, animu, and myxical fore, over more, and added tays such as assemblicities and bota. Characters assemblicities and bota. Characters escrib for the diagree. Divaring the soots and juggivenking on one of most successful titles arew, TR11 is over a handford of save beta this

# THE ULTIWATE BAND LIST

As far as all-encompassing internet ie databases go, the Ultimate Band List is on par with other music chives. It provides a wealth of lucks that special something to really make it the definitive online music databass. The site, which at times comes across like a musiciana Yaho on steroids, provides users with a variety of options for searching out their favorite artist. The list is seanpable alphabetically as well as by genre and new additions. Once an artist has been specified, the site conveniently categorises the links by general sites, andio and vides resources, newsgroups, tour infor-mation, and more. The weight drag ging the Ultimate Band List down is ersome advartising. Only a few ads eccreaniad with the subject matter of the site itself. All in all, the Ultimate Band List is a mixed bag, but worth a look.

# AUDIO BOOKS

TAO TE CHING

Reviews & Previews

Ry Las Tru Read by Ursula K. Lolivin 85 misutes (ussbridget), \$10.95 ISBN 1-57052-376-0 Usually, audio readers are selected oject was is unched by the reade raelf. Novelist Ursuis K. LeGuin, a longtime fan of this ancient Chinese text, has spent 40 years working on her own translation, saying that she wanted "to make a completely personal version . . . for my contempo-rartes." Her performance shows how meaningful the words are to her. She is seconpanied by music from com-poser Totid Barton, who performs co Tibetan googs, frame drum, bells, flutes, and other instruments to provide an atmosphere and underscore Sthout it distracting f om the text. In a time when many self-help and inspirational audios are wordy, ram bling, and oversnalytical, Lso Tan's simple, poetle language is refresh-ing. This is a thoughtful, contempo y translation that provides much food for thought. Contact: 800-353-

### JONI MITCHELL: THE COMPLETE POENS AND LYRICS By Joni Mitchell Comm Publishers Inc. 321 mires \$22,50

Spanning all of Mitchell's stadio records, the poetry and lyrics in this impressive volume stand on their own as superb pieces of literature. In fact, you don't have to hear Mitchell's music or know anything about it to fully appreciate "Joni Mitchell: The Complete Poema And Lyrics."

Throughout her 30-year career, Mitchell has been one of the most original and uncompromising singer/iongwritern in popular music. Her pretty yet versatile vocals, tatsfell open-tuned guitar work, and eatchy compauition have influenced a countless number of artists and have carred her a lew of prestigious awards, including two Grammys and Bilboard's Century Award.

And as such albums as "Blue" (1971), "Court And Spark" (1974), "Hejira" (1976), "Chalk Mark In A Rainstorm" (1989), and "Turbulent Indigo" (1994) show, Mitchell's brilliance is due in large part to her unique brites.

Still, fans will find it hard to read "All I Want," "My Old Man," "Relp Me, "Down To You," "Free Man In Paris," "The Circle Game," "Big Yellow Taxi, " In France They Kiss On Main Street," and many other poems without singing along to them.

Whether you read these works with or without the stereo on, it's interesting to compare them to the way they're wheed ao expliitely by Mitchell an har recordings. Reading "Carey" without Intening to it on "Blow," you miss out on the gorgeous pitch changes in Mitchell's volce, as he sings, "The wind is in from Africa/Last night I couldn't sleep/Ob, you know it sure is hard to leave here/But it's resily not my home."

Likewise, as you read "Californis," without hearing it on the aforementioned album, you miss the sound of Mitchell's sweet and sour vocals, backed by exotic pedul steel guitar.

Furthermore, when tackling "Free Man In Paris" from "Court And Spark," the words alone don't capture Mitchell's unmistakuble, deceptively carefree-sounding wice as she sings, "The way I age it, he said/You just can't win it. .../herpybody's



in it for their own gain/You can't please 'em all.' "

IN PRINT

Nor can you enjoy the sexy, awing jazz segment in "Harry's House--Centerpiece" and the Bartandi drums on "The Juggle Line" by merely reading those poems from the adventurous jazz-tinged album "The Hissing Of Summer Lawas" (1975).

However, studying this collection in some quiet place set spart from the music enables the reader to discover the extraordinary muances in Mitchell's poetry. Often, her written verses outshine the music it was intended for.

Many of these poems express Mitchell's struggle to balance ambition, spiritual and physical love, and feelings of independence, which are often told from a distinct, untrendy female perspective.

The collection begins with a poem titled "Urge For Going," as ad confessional perfacing the reat of the collection that sums up what must have been Mitchell's inability to find peace of mind after a failed relationship.

Throughout "Joni Mitchell: The Complete Poema And Lyrice," one can see how this Canadianbore artist has evolved as a lyricit from one album to the next. The beautiful simplicity of Mitchell's deeply reflective poema can be seen in many works, including "Tha Angel," from her 1968 release, "Cloud." things connected to "low's memories," such as "letters from across the sea/Roses dipped in scaling wsx/Vslentines and maple leaves/Tucked into a paperback." That's because she's "found smeone to have today."

Sixten years later on the record "Dog Est Dog," which was co-produced by Thomas Dolby and festured Peter Gabriel, Willie Nelson, and Tom Petty, she emphasized social commentary more so than selfintrospection.

"This approchance in the garnered Witchell critical accidum on "Tarbulent Indigo," a bold record in which she confronts such topics as abuse and suffering. On that album, the lyrics to the pure-OJ. Simpron-trial song "Not To Blame" declare "The story hit They said you beat the girl/You leved the music to understand these lyric.

In the Aug. 27, 1994, Musie to My Earn column, Mitchell told Billbard editor in chief Timothy White, "The arts are an important part of cultural justice, and truth and beauty are the essence of their greatness, so a trists have a big responsibility in every ers to probe the rules by which we live, inquiring whether they serve us well."

After 30 years in the business, Mitchell continues to show a great deal of responsibility as a poet as well as a songwriter. JEPPREY L PERLAH

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#### BRAND-BUILDING RETAILERS TURN TO CUSTOM CDS

(Continued from page 1)

Bather than viewing the upstarts as competition, labels whose music is festured on the discs hope to ride the coattails, sweater sleeves, and coffee rups of the mainstream exposure to increased sales of their own product at traditional record outlets.

"CDs have become the thing for retailers with a clear bread identity to have, espocially mark the holiday season," any Para Medin, director of consumer products at Soattle-based AEI Music, an in-store music provider and the company responsible for more than 35 private-label albums this year for such chains as the Lumited, Musarices, Pottery Barr, the Rainforest Cafr, and Bath & Body Works.

"They are a good way to expand that identity for many reasons," ahe adds. "They are an inexpensive impalse buy that generates increme, takes up little store space, and reaches into the house to reinforce that comfortable feeling that encourages consumers to come back, stay lenger, and buy mere."

Melin says the trend goes hand in



hand with another retail dovelapment: incorporating chements of entertainment into the shopping experience. AEL encourages its clients to experiment with intenting stations and to educate staff members about the music on the CBo. Diesel clothing company, for instance, has DM in fis San Francisco and New York stores.

Old Navy spokesman Joe Enos says the added in-store push has helped his chain's 13-CD and caasette line go from an accessory to a basic item in 280 stores in only two years.

"Retailers are always looking for ways to involve the customer and make shopping fur, "Enso says." This year we added listering booths that look like reckets and old-fashiosed phone booths. We play the music overhead and do givsways. Being interactive helps loop our name on too of everyone's mind."

The compilation, which sell for 83-\$12, usually have a theme, be it matical game, band rationality, lyrical content, holiday, se time of year. In almost all cases, the type of music found on the castom releases fits the image that the stores and their products represent. For example, Victoria's Secret complements in linearies with "Secare Of Low."

Many outlets get the idea for manic lines from customers inquiring about music being played overhead.

"People would fill out contoner crafts spring. "The drive was great, but why don't you rell the music I baard while drivingin (17, and this happened hundreds and handreds of times," says Timothy Jones, music specialist at the L255-steep Starbacks, which now has the own music department and I daities own music department and I daite own the second starback of the crafted with the consumer and our crafted with the consumer and our 2000 partners in mind, they will realy well. I then't like we drop 13 mellocers tracks on a CD to make a quick back."

Tom Evered, GM at Blae Note Records, can attest to the suscess of Starbacks? two volumess of "Blue Note Blend," a vasit-raiding line of the company's best jazz that sold almost 200,000 units in the coffeebauses.

"This is a biending of two corporate styles that worked very well," Evered says. "We combined a company that specializes in jazz and one that uses it to create atmosphere to achieve synergy and hopefully boost sales of the origingl albums." Other labels involved in projects of this type also hope that participation of acts will further recognition with mainstream consumers, especially the kinwho don't frequent record access.

"We try to place artistic into markets in as many ways as possible. When you add all of these impressions together; hopefully you's censated a need to own the artistic CD in the consume," asys Phil Blume, VP of field marketing at Artista Records. "Store samplers are vehicles outside the average record store that will eventually drive their customers into a record retainer."

For smaller labels, where money is an obvious concern, brand CDs allow their acts the same marketing treatment that the majors use with established groups.

"This is an example of cool, stretclevel marketing that busings lickel like us can't afferd to do all the time," says, here Chin, 4.DA director of rarriveting, who worked with Dr. Martens earlier this year on "Shee Fie," agift with surchase CD that included Throwing Masses, Lack, and Dead Can Durec. The CD was also handled out at various music, shoe, and fashee conventions.

"4AD didn't pay for it," Chin adds. "De Martens looks hip. Bands got exposure. People get something free, and maybe they like a band enough to buy their full-length. Everybody wins."

Gus Gus, an leelandic music collective featured on the CD, agrees with the joint benefits of the project.

"Co-marketing Gus Gus with a quality product and a content-oriented company should add to the profile of both the group and the company," says band member Balder Stafansson.

The promotional team at Dr. Martens, which has also worked on similar



projects with Warner Bros. and Capitol, also nee this samplers as a triamph, with pressings averaging 200,000 and both national and international distribulor. The shoemalor's fifth to follection, due this fall with an assortiment of Capitol-affiliated bands, will include an interactive element and has a planned first run of 440,000 units.

"We have a lengestanding association with monic. Look at all the bands who wear our boots," asys Heidi Sneilman, sensor creative executive for Dr. Martens marketing, publicity, and promotion. "We've featured some great artists, and the store copies are usually gone within a month."

Dan Stroppe, founderpresident of import earlt and clobing retailer Putumays actually turned away from that business and loward a new future for world smaller beases. Since starting Putunays World Music, Stroppe has world samplera like 'A Putunays Blend, Music From The Coffee Lands' in the Nature Company, tourist shops, and coffeehouse chains as well as stardard music ertaffers.

"When I first started compiling CDs, they were getting a stronger response than any other item in the store," Stroper asys. "There was a real need for someone to pay attention and bring the music of the world into the homes of the country. I had to answer my caling."

For some companies, the CDs aren't all about money and image. Both Gauss? and Clinique have introduced CDs that benefit good causes. Proceeds from Clinique's \$40 °Cmon Got Happy? sold at Clinique counters in department stores, go to Look Good, Fiel Better and to the Breisst Cancer Research Foundation, while 50% of monitor enrand by "The Guesat Groow" is denated to Guesa' Grades, a schalatic intentive and schemhig program that started in Los Angeles and gues national in 1086. The Neurober release, with whene two on its way in the spering, is waitable in 80 Guesa's atores, enline at www.guesac.com, and via 800-88-GUESS.

Wild Orchid, an RCA female pop trio, is one such band that Gaess? retail president Andrea Weiss says, represented the the company's image and would appeal to its buyers. The group's Renee Sandatrom, who admits to being a Guess? fan herself, was happy to denate a sone to the cause and the company.

"People who wear Guess? ine the same age group that is interested in our music," she says. "They are a respectable company that makes great clothes, and being tied to them will surely benefit us in the long run. To represent them and to have them represent us is actually an honor."

The private-label trend isn't limited



to retail outlets. Wine makers, Kabhua, car manufacturers, Coca-Cola, Chef Boyardee, and deemsteic comparise like Clinique are quick to its their name to maiocia product. Many Che are a gift with purchase, but others, such as lines by the Hard Bock Cafe and the House of Bues, are sold by make itores as well as the chairly restaurants/thibs.

Patio Music, owned and directed by Nors Natall, nelesses alternative music compliations occe a sementer bit york University bolotoces (including New York University of Minnessta) to be given away with a minimum parchase. In October Patio placed a similar samgierta away with a minimum parchase. In October Patio placed a similar sampler in roomo of nine trendy botali in San Francisco, Los Angeles, New York, and Minni.

The hotel CD was puid for in part by an all from Diesel clothing on the interior of the CD jacket. Dissel's West Coast spokeswoman, Kathryn Resenbaum, says that the response has been so great that the company may consider producing a custom CD for itself scon.

And the interest in the massic industry doesn't stop at releasing albums. Many companies, such as Dr. Martens and Starbacks, have sponsored tours and stages at music conventions, dressed bands for public appearances, and held in-stores within their own retail locations.

"We have toured some of the artists who appear on our CDs through stores, like Shawn Colvin, Gillian Welch, and Lori Carson, "Jones says. "Starbucks also presented a free concert in Portland [Ore.] for 10,000 people with Keb? Mo' and Reo Sessanith."

Older artists and songs also are well represented on compilations, such as on Old Navy's "Soul" or "Hard Rock Cafe: New Wave,"

"Cantom-branded products are a great piace to howcare novelus areas theretainment Ventress. "Ribins it trying to do more of these premiums bemost and the second premium and set our tracks to new clients. Hopefail by someone will be are an old track and decide they need more frow that lead, the think it will sear the a record store to buy the article's greatest like, on Ribins."

#### COMMENTARY (Continued from page 1)

glut the market with emulators whose time has already paked by the time their records hit the street. The resulting returns force the corporate chiefs to tighten the money bells, which lessens the chance of an inno-

White research and a second se

So do indices hold the key to subtion for the record industry? Probably not. Indices are by nature entrepreneurs, but they are not necessarily the best at takent scouting or artist development, and they are typically under-funded. What they do have is the spirit to do whatthey do have is the spirit to do whatver it takes to break an artist.

So the entrepresential spirit is going to ass whe record bit, right: NG quite. As entrepretenses crists new opportunities, they also contribute to the ghuit of sub-gar records that are leading to the denime of somebody owns a record company does not make that person a good escutive, may more than it makes somebody who ome 34 tracks of Ada digital laps decks a recording engimition or bindin leads will be dot learn the rerard of finding commercially viaba artistic theore.

And that, finally, is the cure: Bridge the gap between art and commerce.

intercess solution has nothing to do with the asymphic infiftient and combersome way record companies are runtion industry's infrastructure requires major labels to behave the way they do in order to competen The answer has nothing to do with an artist selling out. Dweybody's still allowed to create art and make meney hand over fait. The talking about a minor course correction here, albeit on with fait containing experimensions.

Art and commerce are not mutually exclusive. Michelangels, Picasso, David Bowie, REM, and U2 are among the mary true artists whose work brought them truemendus usecend during their active careers. Their development into mature artists was subsidized by partons of their arts—or record componies who se send that the artists' unique perspectives would also touch a nerve in others. Add executives currently have the most power in billment the access or failure of the record industry. The complastic on singing "work-bit work dern" may previde instant gradification, but it has a long-term origing and hotter of the industry, and it years from now, commers will and baying records from the current crep of new artist. Proje are still baying Park Fayof incovation "Dark Side Of The Moon" all years after its relaxes, along particular the start for leases, along particular the relation of the start likele immittees after relation and along particular the start particular.

A&R needs to shift the focus from mulation to innovation. It must seek and develop artists who not only view things from a unique angle, but also have the "classical" craftsmanship to municate their vision to the world The reason that certain values and techniques are considered classic is that they have endured the passage of time and become popular. In order to sell records profitably, A&R must find in each artist's craftsmanship a hall ance between the familiar and the remonstive Otherwise the market. place will ultimately abandon its sunport of watered down music, and fed. on more sophisticated and challengrms of entertainme

ARR, which is routed in following and predicting trends, will also need to innovate. When the marketing department any. "Noor hand" great, halo one are us emposed to serie under poor rock?" ARR Baseds to encourage marketing to devise freah new ways to defive fresh new music. ARR will ultimately give up on predicting the trends because, instead, it focus on songs and articity; regardless of gener.

Major labels will need to hear the burden of the course correction. The competitive resilty is that a new act, even with great music, requires a premotion bodget of around a million doi: turs to get a real adox at a hit, which effectively eliminates most indices from participating. Thus, the majors must raise the quality of their own results at the quality of the results at a form of centerizationment.

Art and commerce esta be successfully bridged as long as industry leaders recognize that new records are not the same as new music. New records provide only life support for an ailing industry. New music, however, will bring it back to robust good health. A weekly listing of trade above, consentions, oward shown, seminars, and other events. Send information to Calendar, Billoard, 1515 Broadway, New York, N.Y. 10048.

#### JAN14RY

Jan. 6, Songerthers in The Road Show case, Park Central Notel, Marri Bosch. 305 538-1611.

Jen 7-10, International Assn. Of Juzz Ede cators 25th Annual Conference, Minust Mar quis Hotel, New York 913-776-8744

Jon. 8-11, International Consumer Electrunics States, spectrarel by Consumer Electratics Mawardschurz Asson, Las Vegas Bosvention Center, Sands Exposition Center, Las Vegas Hittan, Alexes Park Hotal, Las Vegas 783-907-7874, http://www.cettmichy.org.

ion 13, Michael E Sakin Presents "What A Publisher Naeds To Know About Record Desis," sponsored by Assn. of Independent Music Publishers, ASCAP Building, fifth floor, New Terk, 212-758-94049(15).

# <u>Update</u>

# CALENDAR

Jen. 15, Mehing It Reel: Live Mesic On Television, seminar presented by the Museum of Veixison and Radio and New York chapter of the National Academy of Recording Arts and Scenarcs, New York. 212-421-4600

Jan. 15-17, NeNO Mesic Skowcess And Conteresce/Kahlus Besten Mesic Awents, Capley Plans Notel, Orpheum Theatre, Boston, 617-338-3144.

Jan. 18-22, MIDEN '98, Palais des Festivals, Carnes. 212-689-4220.

Jan 20, 25th Annual Scogwriter Showcase, sponsored by the Songwriters' Nell of Form and the National Academy of Music, Life rightchdo, New York, 212-957-9230.

Jon. 20-22. Mobile Beat DJ Show And Conerence, Tropizana, Las Vegas 716-385-9920 Jan. 22, Graphic Detalls/Graphic Design:

CD Pachaging Now, The Year 2000 And Beyond, secure presented by the New York chapter of the National Academy of Recording data and Sciences, New York, 212-245-5480.

Jan. 22, The Evolution Of Gospel Nusic: Past, Present & Future, brookfast sponsored

LIFELINES

#### BIRTHS

Girl, Emily Nicole, to John and Barbara Kiernan, Dec. 4 in Marietta, Ga. Father is regional director, Santheast at A&M Recently.

Boy, Lucss, to Gary and Mary Dell'Abate, Dec. 7 in New York. Father is producer of "The Howard Stern Show."

#### MARRIAGES

Diane Benson to Steve Schoen, Oct. 17 in Bucks County, Pa. Groom is director of sales and marketing at MusicMasters.

#### DEATHS

Carole Jayner Gourier, 86, of cancer, Dec. 7 in Atlanta. Gouriey peaned the hit "Yoang Low" with then boyfriend Ric Cartey for an Atlanta-based music publisher. The Muster's and Song Janes' version Muster's and Song Janes' version singles chart in 1967. James' version also charted on the country chart. The rong was also recorded by Perry Come, Lawrence Well, Leidle Perry Come, Lawrence Well, Leidle and Rice Shows.

Jimmy Rogers, 73, of colon cancer, Dec. 19 in Chicago. A blues

erist, Bogers was a me her of Muddy Waters' Chicagobased electric band in the '50s and later performed as a sideman with Howlin' Wolf and Sonny Boy Williamson, Rogers recorded as a leader of Chess Records, cutting such classics as "Walking By Myself," "Sloppy Drunk," and ""histon Round." He also had releases on labels that included ter, Black & Blue, Antone's, and DCC. Before his death, Ropers was reportedly working on an Atlantic um with guests including the Rolling Stones, Eric Clapton, Stephen Stills, Jeff Healey, and Taj Mahal

Masura Ibuka, 89, of heart failure. Dec. 19 in Tokyo. Ibuks founded Tekyo Telecomercelections Facil neering Corp., now knowp as Sons Corp., in 1946. He served as the company's president from 1960 to 1971 and chairman from 1971 to 1975. In recent years, he held the title of chief adviser. The company sprang to prominence in 1950 when it developed and marketed the first tape recorder in Japan. Other inn vations associated with Ihuka include Japan's first transistor radio in 1955 and the world's first transister TV set in 1961

by the Los Angeles ckapter of the National Academy of Recording Arts and Sciences, Bibboard Live, Los Angeles. 310-392-3777.

Jan. 25-28. Summit '88, sponstred by Performance megazine. Universal City Halton, Las Angeles. 817-338-9444.

Jan 26, 25th Assuel Americae Masic Awards, Strise Auddation, Los Angelos, 818-841-3003

Jan. 28, Real Stories: Prodecers, ASCAP Burbling, New York. 914-354-4154.

#### FEBRUARY

Feb. 4-7, Gevia Semiseer, Hyott Regeacy, San Diego 415-495-1990, extension 632 Fab. 11-13. Networked Extension

World Conference, Beverly Nilton, Severly Hills, Calif. 212-840-7280, extension 104.

Feb 12, Felk Allauce Fourth Lifetime Achievement Awards, Cock Convention Center, Meruphis, 202-835-3655.

Feb. 12-15, 10tk Anaiversary Folk Alliance Contenence, Cook Convention Center, Holiday Ion Crowne Plaza, Memphis. 202-835-3655.

Feb. 25, 40th Assuel Grammy Awerds, Reduc City Music Neil, New York 310-392-3777.

Feb 25, Real Stories: Video, ASCAP Build ing, New York, 514-354-4154.

Feb. 25-28, Country Redio Semicer Nashville Convertion Center, Nashville, 615-327-6487.

Feb. 27, 12th Anneal Soci Trale Mosle Awards, Shrine Auditorian, Los Angeles, 310-854-1633

Feb 28. New To Start & Rue Yoar Own Record Label Semisor, sponsored by Reverge Productions, New Yorker Hotel, New York, 212-683-3504

#### MARCH

Merch 5-7, William Dollar Black College Rodie And Mosic Confornace '83, Semner Suites Atlants Forport Hotel, Atlanta, 404-766-1275.

March 7-11, Wieter Wesic Conference '88, Fontainebleau Hitze Resort & lowers, Fort Lautercele, Fiz. 954-563-4444.

Narch 14-17, 40th Anneal Notional Assa. Of Recording Merchandisers Convention, Son Francisco Merrott & Moscono Conter, San Francesco, 609-596-2221.

March 18-22; International Recording Metia Assn.'s 28th Annual Seminar, Pitr Carlton, Laguna Napal, Calif. 609-279-1700.

March 25, Real Stories: Groeps, ASCAP Beilding, New York 914-354-4154

March 26-27, BralaCamp<sup>2</sup>, Coleman Center, New York 516-553-5494.

#### APRIL

April 29, Real Stories: What A&R Reps Nave To Say, ASCAP Building, New York, 914-354-4154.

#### HITCO MUSIC (Continued from page 29)

don Chambers (who, Sutton adds, has already gotten lots of covers in England), and one or two others.

"What appartes us from all other publichers," any Sutton, "is the company's ownership by L.A. Reid. He is a very successful sengwriter, musician, and producet. As an executive, he llatent to every place of music that comes into this office. He gives direction to writers, listening to their works an a product the comes into this product the come of the sense product the comes into this product the comes into this product. We're not reinventing the wheel."

"The key is still about the song," says Reid. "I always feel there is more to give. If somebody gives me a song, that's great, I won't change it just for change's sake. My role is to find out what may be missing and communicate a way to fix it."

As for his joint venture with Windsweyt Purific, Reid any his relationship with the company doesn't conform to just the assal financial (Windsweyt Purific) and reading (Reid) split of responsabilities found in most joint ventures, understand the arti form; it's like our relationship on the label end with Citye Duris of Arista Records. Overall, we've made petty good progress so fm."

ASSON MEMORIAL PUNDA memorial man for singer Niceleite his memorial man for singer Niceleite his provide through the Maniferer Foundation. In Descinar on the rest to resultance of the Maniferer Foundation. Descinar on the rest to normaries, 3400 Floor Side, Statistica Manifer, Califordi Signor Side Manifer, Califordi Side Manifer Man

# GOOD WORKS

another memorial service is planned for early in 1996. Contact: Michael Jensen at 626-585-9575.

ST JUDE TOURNEY: The revealth annual Ray Clark's Colderity Gala, benefitting the St. Jude Children's Research Hospital, will be held April 20-21 at the Rite-Carlton in Pham Beach, Fia. Golf activity will take place at the Wyelliffe and Ibis Country Claba. Colchetty about arcset for April 21 and 22 Interested celebrilles who wish to perform are saiked to call Too Lena at 800-278-3383. Performers and guests will be selected on a first-come, firstserved basis.

DORATIONS TO MDA: The family of Gert Freedman, the mother of music publishes Helsene Blue who died Dec. 6 in Floride at the age of 87 of myatherequested that dorations in her memory be sent to the Muscular Dystrophy Assn., 10 E. 40th SR., New York, NY. 10016, Attention: Alana. The organization jances number is 212.688-9400.



# Getting A Station Off The Ground And On The Air

#### BY KEN JOHNSON

What's it like to launch a station from day one? We asked Ken Johnson, mer PD of WILD Boston and now PD of new R&B adult outlet WAAV (Kiss 91) Wilmington, N.C., to relate his experiences during the station's first siz weeks. Currently, WAAV runs ABC's "Tom Joyner Morning Show" has a lise afternoon shift with Johnson, and is automated the rest of the day

I was hired as the programmer for WAAV by John Dicksy at Cumulus Broadeasting, Luckily for me, Cumu lus is growing at a record pace, and they were looking for someone dedicated and ready to grow with them. I

was ready. Relationships are a key source of growth in this business. I had worked with John on the now-extinct BET Radio project, and his brother Lew ssed my package on to John. pa

Being out of work prior to this job was a biessing. I think I was narrowminded in playing the market-size game. When I was out and looking, I was talking to Hector Hannibal, PD of WHUR Washington, D.C., when I consider a mentor and friend. I was curious about a job opportunity and asked him what number market the station was in. He said to me. "You can't worry about the market-concern yourself with the opportunity." As I look back, I know I am truly biesed to have people like him in my life

I was bired the last week of Sepnber. John put me on the phone with GM Clay McCauley, and we set it up for me to fly in and take a look -but I had already made up my mind to take the job sight unseen. I flew into Wilmington on Sept. 29. My mind was racrecall thanking God for this opportunity and praying for the patience and strength to handle what was ahead

I was met at the airport by Clay and Marty Callaghan, the PD from our top 40 sister station, WOSL (092). They both had on cowboy boots, and I reci thinking. "Well, this is different," but despite that, I was looking forward to having a GM and a top 40 PD to talk programming philosophy with.

#### THE BIG 'KISS' OFF

After working in several situations with only one station, I thought having four in one building-country WWQQ. classic rock WXQR, WQSL, and the new Kiss 14 WAAV-was cool. What sticks in my mind is how encited every one was, and still is, about the new station. That was different from any experience I've had in the cast.

Except for the console and a rack. the studio wasn't even a studio. There were boxes everywhere filled with computers and equipment. We had an unofficial deadline of Oct. 1 to get the station up, the same day I was sched uled to return to Boston and get my nove squared away. For the three days I was there, my attention was on so many things-the music, the clocks, the image, the morning show, the studio setup, promotional items, meeting the staff, getting acclimated on bow they do things, reviewing my compensation package-I was truly overwhelmed. I kept telling myself, this is whether, I keps terming invited, out in what I said I wanted. I wanted to work. and I'm working. Who said God doesn't answer prayers?

I sat down and figured ont my clocks, though I knew I would change them, but I had to get something on the air so I could hear it and then adjust Then the music came in on a hard drive, in no specific order, so I had to create the categories and then sepaarts the music into them. Since I was

[employing] separation by year, each category represented an era. [Without access to an R&B-hits reference book.] I found myself trying to relive my life with each song to get it in the right categury. For example, I remember my non used to make me dance with her to "Midnight Train To Georgia," and that was the '70s. In the end, I didn't do too hadly-out of the original 500 songs. I've only had to move about 10. After the music was separated. I

started in on IDs and music pro WHUR's Scotty Webb is one of the most talented yet underrated produc tion guys around. I knew who I want ed at my last programming job, and I knew I wanted him here. After drafting and faxing off my IDs and promos, I tried to learn the computer system However, the computer people were still setting it up. Besides us using the reference book and them telling me (Continued on next page)

BY FLIP MICHAELS And Anger Sen Mail Tage ETHC PARTY FOUNDED 46 years ago, classical sultation from KING staff, and it also

KING-FM Seattle has twice been recognized by the National Assn. of Broadcasters as the best classical music station in the ration.

Now it seems the station has set its "sites" on the Internet. "We strongby believe that our [World Wide] Web site makes a significant contribution to the visibility and audience success of the station," says GM Peter Newman, who doubles as PD.

Along with stunning graphles, from a stand-alone cello to a per-forming violinist, KING.org features a customized playlist, where classical companions can fill out a form indicating their favorite composer. A daily list of the music being played by that composer is then generated and arrives to the listener via Email

"Also, if a listener double-clicks on the composer's name, they'll see all of that composer's music scheduled for the rest of the month," Newman SAYS. "We believe this to be a real [time spent listening] builder."

KING.org was designed by USWeb/Cosmix with constant conincludes daily updates of the playlist, weekly updates of "The Events Guild," "Live By George" (scalic of its live, in-studio music program), and frequent undates on new releases and program notes.

"Some of these items are selfadministered and can be done by any staff person responsible for a page, Newman says. "Other pages require the assistance of our webmaster, who devotes about 15 bours a week to maintenance."

Another Net notable includes being the first radio station in the world to broadenst classical music live on the Internet 24 hours a day seven days a week. "Since the site supports RealAudio broadcasts, it is a vital link to our local and global audience, ays Newman.

The station reaches 10,000 daily with RealAudio 5.0 broadcasts established by Progressive Networks. "We begun this new site in July and have been averaging about 23,000 users per week, with hits numbering around 700,000-800,000," says New-

# newsline..

CAPSTAR ADDS THREE. Capstar Broadcasting, which holds more radio stans than any other group owner in the world, has purchased KASE-FM/KVET-AM-FM Austin, Texas, for \$50 million. KASE has won Billboard station of the year awards for two years at the annual Billsoard/Airplay Mon-itor Radio Seminar and Awards. With this purchase, Capstar owns and operates or has agreed to acquire 316 radio stations in medium sized markets

PAN-IBERO SIGHTS. Hicks, Muse, Tate & Furst, which owns Capstar Broad-Cimeros Gross of Cos. in Caracas. Venezuela, how pledged a \$500 million fund to invest in media properties over the next three years in Latin Ameri-ca, Spain, and Portugal. The fund will focus its investment activities on radio and TV broadcasting companies, as well as Spanish- and Portuguese-language production and programming entities. The goal is to form the first "pan-lbere American media network

ROBERT W. MORGAN TO BE HONORED. Legendary air talent Robert W. Mergan, widely viewed as the longest-running morning personality in Los Angeles radio has announced his retirement from oldies KRTH (K-Earth 101) He has been heard weekday mornings there for the past six years. Morgan announced this past May that he had lung cancer and that he would be taking time off to fight the disease. Since then, he has continued to broadcast on a part-time basis from his home. On Jan. 9, Morgan will be honored with a mony paying tribute to his career at the Museum of Television and Radio in L.A. Dick Clark will narrate an on-air retrospective of his career, followed by a rededication of Morgan's Hollywood Walk of Fame star, which he received in 1993

DEES CONTRIBUTES TO UNC. KIIS-FM Los Angeles morning man Rick Does has pledged an endowed fund and production equipment, as well as an annual Rick Dees-Student Production Award, to the communication studies department at the University of North Carolina at Chapel Hill. Doos is a Greeneboro, N.C., native and a 1972 Carolina graduate, earning his degree in radio, televition, and motion pictures.



MARKET NO. 252. On Feb. 2, Arbitron will hunch radio station ratings for Lewiston-Anburn, Maine, for the first time. The new market is ranked No. 252 out of Arbitron's 255 ranked metro survey areas, with a 12-plus population of 86,000. Reports will be surveyed for fall and spring each year.

IT'S ONLY ACADEMIC. The Broadcast Education Assn. will sponsor the Journal of Radio Studies (JRS), a series of academic research studies covering the future of programming diversity, contemporary research on trends in talk radio, international studies, and the history of radio, among other topics. The JRS is the only journal devoted to academic radio research. It will be released in February

JONES IN THE COUNTRY, Jones Radio Network is gearing up to announce a weeknight, 7 p.m.-midnight syndicated country entertainment program, set to launch during the first quarter of 1986. It will be broadcast live from Nashville. The as-yet-unnamed show joins Jones' three 24-hour syndicated country formats: Classic Hit Country, U.S. Country, and CD Country.

#### Billboard.

#### JANUARY 10, 1998

			AU	lult Contemporary	
¥.	¥د	2 WHS	WAR	TITLE MARKY & HUMBERPRONETTON (ABO)	ARTIS
1	1	1	19	* * * NO. 1 * * * SOMETHING ADDUT THE WAY YOU LOOK TONIGHT	• EUTON JOH
2	2	2	12	AT THE BEGINNING + RICHARD MARX &	DOWING LEWI
3	3	3	13	THE GIFT AM ERICKMAN FEAT COLLIN RAYE &	SUSAN ASHTO
4	4	4	26	HOW DO I LIVE 4	LEANN RIME
5	5	5	11	THE BEST OF LOVE + NO	CHAEL BOLTO
\$	1	3	15	I DON'T WANT TO WAIT	<ul> <li>PAULA COL</li> </ul>
1	11	13	5	MY HEART WILL GO DH	<ul> <li>CELINE DIO</li> </ul>
8	6	6	16	SO HELP ME GIRL +	GARY BARLON
9	8	7	24		ONSTREET BOY
10	9	\$	19	PROMISE AIN'T ENOUGH DARYL NAL	L JOHN DATE
11	10	10	22	TAKES A LITTLE TIME	· AMY GRAN
12	12	11	12	TELL HIM + BARBRA STREISAND	· CELINE DIO
13	ы	15	10	HEY GIRL	+ BILLY JCC
14	13	12	9	HOW COULD AN ANGEL BREAK MY HEART + TON BRAZ	ON ALLY YEAR.
(13)	24	30	7	FLEASE COME HOME FOR CHRISTMAS	EAGLE
B	23	-	2	ROCKIN' ARDUND THE CHRISTMAS TREE	BRENDA LE
17	15	16		LOVING YOU	KENNY
15	26	-	2	FELIZ NAVIDAD	OSE FELICIAN
19	17	IJ	19	2 DECOME 1	<ul> <li>SPICE GIRL</li> </ul>
28	16	н	13	BUTTERFLY +	MARIAH CARE
21	19	15	22	PDOLISH GAMES	♦ JEWE
1	NE	**	1	* * * HOT SHOT DEBUT *	* * • WHAN
23	21	22	22	ALL FOR YOU .	SISTER HAZE
24	22	25	4		BRYAN ADAM
3	REE	m	4	JINGLE BELL ROCK	BOBBT HELM

# Adult Top 40

				* * * No.	1***
1	1	1	14	TUBTHUMPING MUTHUC HELITING	CHUMBARAMER     A sets 4 ho 1
2	2	3	18	WALKIN' ON THE SUN	+ SMASH NOUTH
3	3	2	25	I DON'T WANT TO WAIT	<ul> <li>PNULA COLE</li> </ul>
4	4	4	21	FLY UNITABLIA CUTIFICATION	<ul> <li>SUGAR RXI</li> </ul>
5	5	5	10	100	<ul> <li>USA LOES</li> </ul>
6	4	1	10	3 AM	<ul> <li>MATCHBOX 20</li> </ul>
7	8	6	28	IF YOU COULD ONLY SEE	<ul> <li>TONIC</li> </ul>
8	7	8	37	ALL FOR YOU	<ul> <li>SISTER HAZEL</li> </ul>
\$	3	11	36	SENI-CHARMED LIFE	· THIRD EYE BUING
15	10	10	27	PUSH LARA UNICIENTUMITO	<ul> <li>MATCHBCX 20</li> </ul>
11	11	9	25	FOOLISH GAMES	• .£w£i
12	14	16	1	SWEET SURRENDER	+ SARAH NCLACHLAN
Ð	16	21	3	KISS THE RAIN	BILLIE MYERS
14	13	15	13	SUMMERTIME	THE SUNDARS
19	18	23	7	TRULY MADLY DEEPLY	SAWAGE GARDEN
25	12	14	16	SOMETHING ABOUT THE WAY YOU L	DOK TONIGHT + ELTON JOHN
17	15	13	19	NOW DO I LIVE	<ul> <li>LEANN RIMES</li> </ul>
15	20	20	17	ONE HEADLIGHT	<ul> <li>THE WALLFLOWERS</li> </ul>
19	17	12	27	BUILDING A MYSTERY	<ul> <li>SARAH MCLACHEAN</li> </ul>
3	23	24	9	HOW'S IT GOING TO BE	THIRD EYE BUIND
21	22	22	11	SURROUNDED	CHANTAL KREVIAZUR
22	21	18	20	CRIMINAL COMPANY	<ul> <li>FIONA APPLE</li> </ul>
Ð	25	28	4	THE MUMMERS' DANCE	LOREENA MCKENNITT
24	19	17	23	TAKES A LITTLE TIME	+ AMY GRANT
25	24	25	7	32 FLAVORS	<ul> <li>ALANA DAVIS</li> </ul>

The province much, supprises of dust recomment, for the free free time of 1708, StatesardShift commences

## GETTING A STATION OFF THE GROUND AND ON THE AIR

"the system can do this" and "the system can do that," I was on my own.

We didn't make the original deadline of Oct. 1, but with the help of Marty, we were able to set up for our next deadline of Oct. 3. and I was able to make my flight home, only to turn around and drive my car, bringing some clothes, back three days later. At 5 p.m. that Friday, we began playing Prince's "Kiss" continuously until mid night Sunday, when we officially began our regular programming. As I look to start with hat Lather Vandross' "If Only For One Night" was cool. He's a core artist, and anything after "Kiss" all weekend was great. Firm greater was me getting to flip the switch to debut the new Kiss 94, Wilmington,

#### COMPUTER GAMES

Week two was all about listening getting the creative juices flowing, and getting organized. I wanted to create a routine so everything would be in front of me. I got settled at a hotel only five blocks from the station, found a great coffee place on the way to work and even managed to get a couple of workouts in at the hotel gym. I was set.

My first-and still to this daybiggest thorn in my side is the "Oh Oh Oh! Turn Joyner Morning Show," Don't get me wrong-it's not Torn. It's getting the satellite to work and play well with the computer's system. The first morning was fine, but for the next two weeks it did not cooperate. The music from the 5 a.m. hour you currying our into Tom's show. After my first 6 a.m. trip to fix that, I went back to the hotel to sleep, only to come back to find Tom Joyner overlapping into my local pro-gramming at 10 a.m.! The computer is not shutting Tom off as it is supposed to do, so when Tom comes back on to do his liners and promos for all his staically turns him off. This is a problem that I am still facing to this day. It is a bigger pain on Saturday with the Tom Joyner "Moving On" show, when I'm here at 9 a.m. as well.

The daily 6 a.m. trips have subsided, but new introducing local news into the ning show has created a new problem. There are no carts. Everything except Joyner plays from the hard drive. We've had to teach the produc tion person, the jocks, and the overnight guy who records the news how to load their spots into the comrater. One morning I'm driving to the gym, and I hear my prepackaged Tom Joyner drop tossing to our news guy. Then I hear silence, then I hear him start, then I hear the tape rewind on the air, then I bear nothing, and I'm fading out behind the wheel! I regain my composure and drive past the gym to the station. As I pull up, the overnight guy is mounting his bike on his way home; as I blow hy I tell him the problem. He's a good man-he name in with me to correct it.

My daily routine has an element that I never used to deal with before. I have to merge the music log and the traffic log, then edit once again before I send it to the on-air studie. After dealing with problems such as songs not play ing due to being incorrectly recor on the hard drive, I have been told by the computer company that I can run a report that will give the errors, such as missing or outdated spots, in advance so they can be caught before they become problems. Our production department got the report but did not make the necessary changes. The result was one minute of dead air for each missing element. At that time a meeting was held with production, traffic, and sales to discuss communiestion between the departments. As Rick Pitino says in his book "Success-Is A Choice": Do it yourself! So I ran the report and gave it to the parties. involved, then I ran it again before 1 left and changed what hadn't been Titles from the '80s are a big part of

our format. My first batch of music, all researched, is great music but very slow and there's not enough of it. The computer company we used didn't have 200 of the almost 800 titles requested. so I had to search for the missing songs. They suggested a company that had a majority of the songs at a whop ping \$5.50 s cut, with an additional \$2 s cut to have them recorded on the hard drive. The latter was not in the hudget. So I had the pleasure of recording all 187 songs onto the hard drive myself. Good thing they were errat sonral

#### RESEARCH PAYS OFF

There have been several positiv through all this. My sales team of two has secured several advertisers with no ratings to work with. I also credit.

Cumplus: It has worked hard to get salespeople at all of our stations to work as a team. I have never witnessed such teamwork. As for the listeners. the phones have been tremendous. I can't get the callers off the answering machine and onto the air fast enough The data from Stratford Research was right on target: People are saving and feeling exactly what Stratford said the

PROGRAMMIN

Radio

I recall going into a gas station and the lady behind the counter was listening to another radio station and I told her about ours. She said she would listen when she got in the car to go hume. I thought, "OK, I've just gotten hlown off." The next time I went in, Kiss 94 was playing load and proud She said she turned it on and hasn't turned it off since. I keep station Tshirts in the trunk of my car for just such an occasion.

After six weeks, things run a jot oother. I still have problems running "Tom Joyner," but with constant com on with the computer company and ABC Radio Networks, it is closer to being worked out. A lot more masie has been added, so I'm getting the proper rotation on my power category. As this is written, thanks to my sales department, we are beginning a promotion that will make someone's Christmas very special by giving them a tree with all the trimmings and presents for the whole famiby underpeath.



All I Want For KISSmas Is Hanson. Joining in the festivities at WXKS (Kiss 106) Boston's Acoustic KISSmas last month, from left, are Mercury Records VP of top 40 promotion Steve Ells: Chancellor Media CFO Kep O'Keefe; Jerry Bren ner Group president Jenry Brenner; Zach, Isaac, and Taylor Hanson; Me axecutive VP David Leach; Kiss music director Kid David Corey; and Kiss PD John Ivey



Jingis All The Way. Top 40 WHITZ (Z100) New York's annual charity Jingis Ball drew the lives of Celine Dion. Hanson, Backstreet Boys, Liss Loeb, Savage Garden, and Aerosmith lins year. The sold-out concert relead money for Shere, a support organization for breast and ovarian cancer patients, and the Ovatio Fibrosis Foundation. Pictured beckstage are Work artist and Jingle Ball per-former Forna Apple, left, with Sony Music president/COO Tommy Motiola and actress Liv Tyles

# Radio

# For Country's Mark Chesnutt, Reviving An Earlier Song Shows It Wasn't Over

SECOND TIME AROUND: While the adage "If at first you don't ancceed, try, try again" may have originsted from a tescher" menual in 1840, country singer Mark Chesnutt is plenty willing to apply it today.

His just-released single, "It's Not Over" on Decca Records, not only took five years to find its way to radio but was actually resurreted from Chesnutt's second of seven alhums, 1952's "Longnecks & Short Stories."

"I was always disappointed that it hedn't heen s single. I siways thought that song had a place on radio," Chesnut says. But when it wasn't chosen as a single them, he figured its chance for the spotlight was over before it hegan.

But then, as Chennatt and longtime producer/congwriter Mark Wright began work on his current album, "Thank God For Believers," had cut 14 sorges for this album, and there was this one that was a walk, hui it didn't quite fit the rest of the album," he explains. "It was too pretty and not quite my style."

The two screed that it would be hest to find an alternative song, preferably snother walts. "Mark come up to me and said, 'Let's put 'It's Not Over' on the album,' "says



CHESNUTT

Chesnntt. "When we put it up sgainst the other songs, you would never knew it was recorded so long ago. We knew it was just too good of a song to sit there."

Then, during the course of the alhum's first single, the No. 2 "Thank God For Bellevere," radio began calling for the label to work "Over" as the next single. "Mark and I just sat there and grinned," Chesautt says. "We always knew it was a good record."

Co-writes by Wright and Larry Kingston, the track features promnent backing vocals from Vines Gull and Allson Krauss, s factor Chennntt says really hrings the song home." I dort know if it would have come across without them. It was nothing for them to go in and do hogether sounded like we all grave up singing together. I guess we all have real country roots and resily love this suff."

As is his musical trademark, "It's Not Over" is rooted comfortably in traditional country turf, though its message is as universal as they come.

"Everyhody, unless they've been living under a rock or they've been locked np all their life, has fallen in love and then ended up being left alone. It's always that first-love kind of thing. I've been through itthere's always somehody special that you're never going to forget," he says.

"That's the mark of a grest country song. No matter where somebody is at or what style they live in, everybody has their bearts broke. A



by Chuck Taylor

song that touches people-that's what country music is supposed to be shout."

In fact, Chesnutt feels that country radio is steadily moving hack toward discovering the value of common-day themes and pop-free production.

"As long as there are people like George Strait, Lee Ann Womack, Ana Jackson, and Trace Adkins people who mally love to sing country music and can put out quality records—I think traditional country will always be here. It seems to be getting to where new artista coming in have cut their teeth on really good country songs. New, we just have to minist that level

Chesnut's own beginnings mirrer just such an ideal. Before he was signed to McCa in 1300, the artist spent 10 years working the club circuit throughout Texas. His repertoire primarily consisted of popular covers, "so 1 had to stay up with what was going on. But I only played what I liked."

His debut alhum, the platimem "Too Cold At Home," commented his hankering for that which is traditional and yet accessible within the context of the '90s. He obviously struck a chord with radio and coutry listeners: Chesnutt's first 10 singles were all top 10 hits on Hot Country Singles & Tracks.

"I wasn't at all expecting to have a hit at the heginning. I figured it would take years," he says.

Now, despite his seven years of success—with three platiaum and two poid siloums, along with seven No. 1 singles—Chesnut has yet to feel truly secure in the country arens.

"I always feel like I'm starting over with every album," he says. "Everybody has always and that in this husiness, you're only as good as your last record. Every time we start putting a new album together, it scares the hell out of me, because it could end your career—or rejuvenate it."

Chesnutt credits his longevity to the quality of songs he's had over the years. "Thank God I've absays had a lot of great songs come to me. The music is the most important thing in your career. If you don't have the songs as a base, I don't eare how good looking you are or how many hoops you can jump through contage," he says. (Chessauts adds that there was speriod when he, too, "started trying to 'out-Garth' everyhody--het 1 got out of that quickly. It was not for me.")

On his current alham, the artist has upped his scongwriting involvment, co-artiling fire scongwritin collaborate Reger Springer. Chenut, however, maintains a humble demensor shout the value of his contribution. "What little 1 centribute, Beger takes heat to Nashville and geta together with writers, and they finish it. He makes me come up with ideas, then he's like a speage. He holds out it.

"We'll he sitting on the hus listening to old George Jones or Hank Williams and Merle Haggard songs. With that kind of music playing, we just can't help hat come up with real country songs." he says. Perhans it is this well-rooted ded-

Perhaps it is thin well-rooted dedication to the classic sounds of country that has allowed Chesnutt to remain fertile on the country sirwaves.

"Radio has never given up on me, and I've always been real thankful for that," he acknowledges. "I'm not the host-looking guy, and I'm not a fashy entertainer. The success I've had is because of the songs and radio playing those songs."

Chemati is currently on the road with Garr Allan and David Lee Murphy for a 44-city tour that ends May 10 at the Ryman in Nashvilla. He stopa hy "Late Show Much David Letterman" Jan. 27 and in February begins work on the next album. All of which adds up to an equation of fine living for Chesnut.

"The good Lord willing, five years from now, I'll be doing what I'm doing now, 'be nays. 'No TV shows, no movies. I just want to make hetter records and stay out on the road."

Reach radio editor Chuck Taylor by E-mail at ctaylor@billboard.com.



FOLKS. Morning-show host lichabod Caime returned Monday (5) to country KMPS Seattle, where he served in the post for a decade before exiting in 1963.

SYNDICATION: Radio Disney, the live, 34-boar kids' network, announces Ru 12th afflinter: AM 1310 Oukland-San Prancisco. Since the format's rollout in September: It has signed stations in markets that include Los Angeles, Boaten, Atianta, Sentith, Minnegola, NY.

PROGRAMMING. For the recent Christmas season, symficated tailors: Rush Limhaugh and Art Bell participated in "The Bethlehem Report," is half-loor radio-drams pertraying the story of the first Christmas as told hy a tesm of modern-day reporters.

# It's The Core That Counts For WXPN's Ranes

Billboard.

OF THE WEEK

READER RANKS

ROADCAS

WHEN NONCOMMERCIAL triple-A WXPN Philadelphia hit its strifte in the late 'Stoventy' 30s, there were four AC radio stations and two top 40 stations in town.

"Nobody, hut nobody, played anything that resembled modern rock or adult alternative," says Praves Ranes, WXPN's assistant GM in charge of programming, "In '91 or '92, probably 90% of 'XPN you couldn't hear anyplace else. Now it's probably 69% of what you hear on

'XPN, you can't hear in any other place in Phily-still up there, just not as much as it used to [be]."

Today, WXPN's music is reflected in the playlists of many competitors, such as alturn WMMR, mod ern WPLY (Y100) classic rock WMGE iazz WJJZ, and mod ern adult newcomer WXXM (Max 95.7) The whole scene has radically changed Much of the imusic we play is played or other stations " 84y Ranes. "That's a bles sing and it's a curse

because people who listen to other stations now find WXPN more familiar. However, if you're as core to 'XPN today as you were in '01 or '92, when we were the only game in town, there's an overall perception that what we're doing in not as unique.

"Max plays a subset of 'XPN him," Ranse claim. "They threw in a few more thing, lists some AC-ish or rock or modern rock-type of tilles like "Semi-Charmed Life" by Third Eye Blind or maybe 310 or sconthing like subset of 'XTN hin or whot are now recurrents on 'XFN but that's all they play 161 textbook modern AC. "The net magnetized modern AC."

"I'm not making a value judgment; there's a niche for that. They seem to he getting off to a good start, but that's what they're all about, whereas 'XFN is still about diversity. It's not about anticipating trends, it's about starting them."

Bares says he have? Adjusted to this latest competitor or others. "When a song or an artist are right for XIPN, were on it very early, so wire not necessarily waiting for other stations to make a more in the market or even matimally, for that matter 50, one they plays one of the things that we start to play, we're not about to one they plays one of the things that we start to play, we're not about to forp it. W're not about to increase or decrease plays." Here's a same hour on WXPN:

Here's a sample hour on WXPN: Bonnie Rait, 'Angel Prom Montgmory', Taul The Wei Special Sueet, 'I Weith'' G. Love & Special Sueet, 'I With'' C. Love & Special Sueet, 'I With Stark (C. C. Special Sueet, 'I Stark (C. Special Sueet, 'I Stark (C. Special Sueet, 'I Sueet, 'Special Sueet, 'I Sueet, 'Special Sueet, 'I Sueet, 'I Sueet, 'Bard, 'Bupp', 'I Cheindrey, 'Bit Destark, '' Special Sueet, 'Bard, 'Bupp', 'I Cheindrey, 'Bit Die Sueet, 'Bard, 'Bupp', 'I Cheindrey, 'Bit Die Special Sueet, 'Bard, 'Bupp', 'I Cheindrey, 'Bit Die Special Sueet, 'Bard, 'Bupp', 'I Special Sueet, 'Bard, 'Bupp', 'I Special Sueet, 'Bard, ' Road Jack"; and Mickey Hart's Mystery Box, "Down The Road."

Music aside, when Ranes compares WXPN and WXXM, he says, "The lifestyles are so different from each other." He class previous statements from Max management about targeting a broad 18-49 demo with s core of 28-34 women. WXPN is shewed equally between makes and fernades, focusing on the 25-44 demo. While Max is content to attract argveen in the demo.

says Ranos, WXPN is "prime rily seeking out people who have a taste for diverse musie, middle- to upper-class people who are slightly more charated on swerage. We have a hit of an echaration swerage. We have a hit of an echarational mission as well, in addition to just playing cool pop maske."

Since it is public radio, the station's "primary appeal is to our members, our almost 20,000 people who directly support us," he says. "We're not out to cast a hage net, as most commercial stations do-

including Max—to get as many people in as possible and to get as high a curse as possible. Our secondary appeal is to our core listeners, people who want to hear Lyle Lowett and Bornie Raitt as much as they do Blace Traveler—with that taste toward diversity.

"On a third level, we're looking to get as many people listening to the station. I'm looking to always increase the cume, but not at the expense of offending or disturbing the overall sound for our members or potential members."

That sail, Ranes has been adding more production elements to the mix. Joe Taylor in responsible for zone of the new image elements. "He does most of the 'Wo-tyle production black commorpiane on most stations," says Ranes. "Very often it's artist 11be, ratist vor pops, aldker promos. ... The traility in consistent with eur overall station result. Dis straight-abend wises by en-sit staff. 11bs most beds wises by en-sit staff. 11bs most beds

Tames says his fails into a most disk feveral from that of a PD in the commercial world. "We have to remain competition. We don't operate in a vacuum, we don't necessarily was to be sound like another station, Max or "MMR. We want to roomd [like] the best 'XPN we can. And that means constantly freshesing up our prodution. We're agoing to hire a full-time promotion director for the first time. Itsu still we don't have a station truck."

Be adds, "My job is to superserve the core, first and/nermost. Everything 1 do, Tm always reminding people who we're speaking to and communicating with. Who'b paying our tilk, who's paying our salary, as opposed to constanby deviaing ways to inflate or artificially inflate the core with annoying contexts and givesnops and things like that." MAGE COMPTAN



#### THE MODERN ACHE - BY CARRIE BELL

he members of Ben Folds Five prefer their music hard, distorted, and chock-full of indie rock sensibility. Modern rock radio and its listeners, on the other hand, like quite the opposite, as Brick the act's melodic and quict anthem about loss, is finding a home in heavy rotation.

"It is a slower and more emotional song than we've ever done, which made us a little besitant about using it as a single," drummer Darren Jessee says. "I mean we've worked hard to be a rocking piano band and have waved that flag for three years in clubs. And now, the song that people recognize is basically a ballad. But many bands break out with a slow song

Jessee also admits he didn't know Ben Folds Five as sitting on a hit-the song is No. 9 on this issue's Modern Rock Tracks chart-but he says that "Brick"

Billboard.

was an important personal addition to the sophomore effort, "Whatever And Ever Amen ersonal addition to the trio's

"It was one of the last songs put on the record. We finished it while we were in the studio," he says. "The ghost of that song haunts us, though. It was the first



erded in the same room and the first time Robert [Slodge] used an upright bass. This pure, infimate setting made overyone take to it immediately, JANUARY 10, 1998 Billboard.

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3

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21

2

even before it was a single."

Jessee admits the track is about a couple dealing with abortion, but he is concerned that saying so will turn it into a political theme song

"I don't want people to request the Ben Folds Five abortion song. We weren't trying to make a stand or change others' opinions," he says. "Overall, it's a song about what a person goes through in a traumatic situation which everyone can relate to. It's elusive enough that there is room for interpretation. I've heard people say it was about a couple taking their pet to the yet to put it to sicep."

Image concerns aside, Jessee hopes the single's exposure will help the hand's popularity plight. want to do things like Letterman and want people to hear us. The DJs who love us now have a song to play.

JANUARY 10, 1908



				D. I.T. I
N	10	0	er	n Rock Tracks
X	×	244	NWS.	TRACK TITLE ARTIST
D	1	1		* * * No. 1 * * * SEX AND CANDY THERE IN 2 * MARCY PLATEROUNE INMAN PLATEROUNE
2)	2	5	7	TIME OF YOUR LIFE (GOOD RICDANCE) + GREEN CAR
3	3	2	18	EVERYTHING TO EVERYONE + EVERCLEAR
4	4	3	13	3 AM MATCHECK 20 MATCHECK 20 LINE VOL
5)	15	_	2	* * * AIRPOWER * * * GIVEN TO FLY PEARLIAN
	5	L	34	BITTER SWEET SYMPHONY + THE VERVE
5	-	U.	10	HOW'S IT GOING TO BE + THIRD EYE BUILD
	6	1	15	TOUCH, PEEL AND STAND + DAYS OF THE NEW
9)	10	12	A	SAVS THE NEW CONTRACTOR STATE
n	12	13	6	CLIMMSY OUR LADY PEACE
n	1	2	28	EVERLONG + FOO FIGHTER
12	'n	9	12	MOUTH BUSY BUSY
13	13	10	25	WALKIN' ON THE SUN
14	9	4	17	TUETHUMPING + CHUMEAWAMEU
15	14	15	М	DAMMIT (SROWING UP) + BUNK 162
16	15	14	10	SWEET SURRENOER + SARAH NCLACHLAN
17	36	17	10	OFAOWEIGHT + RECO
B)	17	22	9	BRIMFUL OF ASHA + CORNERSHOP
3	22	24	7	MY OWN PRISON + CREED
30	38	16	20	FLY + SUGAR RAY
21	20	15	25	CRIMINAL + FIONA APPLE
20	24	32	3 .	WASH IT AWAY BLACK LAR
ສ	25	35	1	THE NUMMERS' DANCE LOREDNA MOKENNIT
34	21	20	10	SUGAR CANE + SPACE MONKEYS
න	35	-	1	THE CHANGKAH SONG ADAM SANOLET WHET THE HELINER SONG
8)	3	27	5	ROYAL OIL . THE MIGHTY MIGHTY BOSSTONES
n)	27	28	5	JANE SAYS   ADDICTION  ADDICTION
30	28	31	5	BEAUTIFUL OBASTER + 321
8	23	18	13	WRONS NUMBER + THE CURE
10	30	25	3	KARMA POLICE RADIOHEAD
11	31	23	18	HITCHIN' A RIDE + GREEN DAY
12	29	21	16	DON'T GO AWAY + OKSE
10	32	12	5	TH AFRAID OF AMERICANS + DAVID BOWE
и	33	28	16	LUCKY SEVEN MARY THREE
15	ж	30	\$	STEPPING STONES G. LOVE & SPECIAL SAUCE
18	35	29	19	SUMMERTIME + THE SUNDAYS
D	39	33	4	THE GHOST OF TOM JOAD . RAGE AGAINST THE MACHINE
18	38	63	3	RPM • SUCAR RAY
1	NET	*	1	LAOK YOUR ROOF BRINGS ME DOWN SCOTT WELLAND
10	37	33	12	RATTLESNAKE

×	×	50	NN.	TRACK TITLE	ARTIST
,	,			* * * No. 1 *	
ന	13	-	2	GAN OF DE MIN	PEARL JAM
-	2	2	20	MY OWN PRISON	+ CREED
D	1	÷	11	AT OWN PRISON	MATCHBOX 2D
5	4	1	11	BACK ON EARTH	OZZY OSBOURNE
÷	6	6	0	THE GERLILOVE	LED ZEPPEUN
1	6	4	8	THE MEMORY REMAINS	+ NETALLICA
œ	1	13	5	TASTE OF INDIA	AEROSMITH
-	8	10	21	EVERLONG	FOO FIGHTERS
ത	6		11	THE COLOUR AND THE SAMPE WASH IT AWAY	ELACK LAB
11	2	1	14	YOUR DOLY MECHE ME ALMOST HONEST	NECADETH
ш ПЭ	29	8	14	THE OAF (MY LUCK IS WASTED)	BIG WRECK
12	19	15	12	IN LOVING MEMORY OF	SAMWY HAGAR
				1582 HAVE 17 MURS	ATTNE SHEPHERD BAND
16	12 M	11	16	TIME OF YOUR LIFE IGOOD RIDDANG	
19			-	THE UNFORGIVEN II	METALLICA
Œ	17	22	6	FLIP THE SWITCH	THE ROLLING STONES
11	15	14	8	eRIDGES TO BASYLON	<ul> <li>MARCY PLAYGROUND</li> </ul>
1	21	26	4	CLIMNY	OUR LADY PEACE
Ð	10	21	5	CLIMIT THE CHANUKAH SONG	ADAM SANDLER
20	35	-	3	VINE DISTING HATTAND TO ACT	6-5512 1525
21	38	10	Ш	OIRTY EYES	AG/OC
22	20	16	18	WALKIN ON THE SUN	<ul> <li>SMASH MOLITH ACONCEPT</li> </ul>
Ð	31	-	2	SHELF IN THE ROOM	DAYS OF THE NEW
24	22	23	3	FORTY SIX & 2 Alberta	TOOL
3	30	-	2	SHE SAUD "SCRUME 7" SOUNDTRICK	COLLECTIVE SOUL DATASEANCE SOUL
21	24	26	8	LIVE THROUGH THIS (FIFTEEN STOR THE HERRICH DOCS	ALASTE
27	23	25	9	ASHES TO ASHES	FAITH NO MORE     SUPPORT FIL
26	26	28	7	WITHOUT EXPRESSION THE BEST THAT I COULD DO 1975-1998	JOHN MELLENCAMP MERCURY
Ð	35	-	2	HARMAN OF INCOME. THEN	KANS-SIBLIKAN CHICHESTRA
30	28	30	10	WEEDS SOLE SEARCHINE SEN	LIFE OF AGONY POADRUNCE
31	29	19	12	RATTLESNAKE	ENDERCTING MCA
12	25	17	13	JUNGLE CARTURE OF SOLLS. THE FIRML SESSORS	KISS
Œ	37	31		MOUTH MANAGENEAN AGENELI IN TWEET SOLDETINGS	BUSH     BUSH
H	34	29	16	EVERYTHING TO EVERYONE SOMEON FOR THE ATTENDED	<ul> <li>EVERCLEAR OVPTOL</li> </ul>
35	27	20	10	BLEED TOGETHER	SOUNDGARDEN
H	39	39	3	HAPPY SCACHARTE MORE FAMILIAR	SISTER MAZEL
Ð	RE-6	NIN	2	SULLIVAN	CAROLINE'S SPINE HOLITHIOD
Ð	NEX		1	SANTA CLAUS & HIS OLD LADY THE DRIATEST CHRISTMA NOVESTY CD OF ALL THE	CHEECH & CHONG
3	NE	**	1	BLACK	SEVENDUST
40	20	27	13	HUSH 1 MON NHAT YOU DO LAST SUMMER SCIENCES	+ KULA SHAKER

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# Music Video

PROGRAMMING

# Brian Graden Promises Big **Changes To Come At MTV**

COULD 1988 BE the beginning of a new era for MTV? MTV's new executive VP of programming, Brian Graden, says it will be.

Graden, who was promoted in December from executive VP of television programming, says be's a self-confessed music junkie who wants MTV to go through a major conclused.

That's quite a challenge for someone who's been at MTV ess than a year.

Graden, a 34-year-old Harvard MBA, came to MTV in August from Foxlab, where he was senior VP. He also served as executive producer of the Comedy Central animated series "South

Altbough Graden's tle is the same one previously held by Andy Schuon (who resigned in November), MTV is insisting that Graden is not taking Schuon's place

"Brian isn't replacing

one," says an MTV spokesman. This is a new role with new remulbilition."

Those new responsibilities nelude being the first MTV programming chief to oversee all aspects of programming, including music, news and specials, series development, production, anima-

"MTV has had very disparate programming," Graden says, "and everything seemed somewhat disconnected. New that we've unified all the elements of programming under one umbrella. I think it will be a lot easier for record labels to work with MTV to promote their artists."

Graden says one of his first priorities at MTV will be "an aggres sive slate of new musle-based shows. 1 want to create an environ He says that he's green-lighted about 20 ideas" for new shows and that within the next month or two.

he will decide which ones will end up on the air. "I don't think MTV program-

ming has to be about music vs. TV he adds. "I think MTV is television about music

As for his long-term goal for MTV. Graden says, "When 1 was 21 years old, music and MTV were the most passionate connections I had in my life, and they still are. I would

love to think that a whole new generation of young people will grow up with that kind of pas-sion for MTV" N EW TNN SHOW: The Oak Ridge Boys are coming to TNN. The

network is launching a

new one-hour variety

series, "The Oak Ridge

Boya From Las Vegas,

which premieres at 8 p.m. EST April 7. The

series, which will be

shown every Tuesday

and taped at the Las

Vegas Hilton, features



by Carla Hay

the veteran country group along with guest performers.

ON THE MOVE: Acclaimed musie video director Spike Jonze is developing his debut feature film "Being John Malkovich" with Michael Stipe's Single Cell Pictures ... Director Mary Lambert has signed with 1171 Production Group ... Director Chris Apple-bnum has exited Satellite Films and is now with Larry Perel's Arsenal Inc.

CLASSIC ROCK TV: Goldstar Entertainment Media has launched the Classic Rock Television Network, which will initially reach audiences via America One Satellite Network (Billboard Bulletin, Dec. 19, 1997). Currently shown nightly in a three-hour time period Classic Rock Television Network hopes to gradually expand to 24hour programming. In addition to videoclips and concerts, the net-work will be showing infomercials selling classic rock merchandise.



#### LOS ANGELES

Director Ted Crittenden filmed "Into The Ocean," a winner with MTV's "12 Angry Viewers," for Fretblanket.

Jimmy James gave directorial antrol on his video "Who Wants To Be Your Lover" to Rob Moniot.

#### NEW YORK

Daryl Hall and John Oates joined director Steve Carr in Manhattan to shoot a clip for "Promise Ain't Enough."

#### NASHVILLE

Jim Hershleder shot Steve Earle's video for "Telephone Road."

He also directed Daryle Single-tary's "The Note." Trey Fanjoy produced both Prairie Ovster and director

Michael McNamara filmed "She Won't Be Lonely Long."

#### **OTHER CITIES**

"Royal Oil" by the Mighty Mighty Boastones was committed to celluloid in Boston by director Chris Applebaum.

Liss Loeb goes retro in the elip for "I Do," which features go-go dancers, a "Shindig"-esque TV show, and Mark Miller-inspired artwork. It was directed by Phil Harder in Minneapolis.



Billboard.

OR WEEK ENDING DECEMBER 28, 1993

 Erytan Bieda, Truine
 Hing "Minkmann" (Eline, Sing Mr 311)
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...... No New Das This Week



LA M. Senatore

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NEW

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I Merina McHole, A Protein Wing 2 Lia Kotawa, Vikana Aji Ia Lane Y 3 Anto Corteva, Nikara Aji Ia Lane Y 4 Cital Back, Sonatina (Tok Wa Do Brothytenes Nicholm Minaton) 7 Beneta S Dane, Her S at Yua 9 Wennes, Winston (In Starts Taker 9 Wennes, Winston, Koro Tak, Jan 9 Wennes, Winston, Koro Tak, Jan 9 Wennes, Winston, Koro Tak, Jan 9 Daneta Santaria, Lovo Cita, Jan 20 Santaria Santaria, Lovo Cita, Santaria 20 Santaria Santaria, Lovo Cita, Jan 20 Santaria Santaria Santaria 20 Santaria Santaria Santaria Santaria 20 San



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#### BILLBOARD JANUARY 10, 1998

80

#### HOLIDAY RECORD SALES SOAR from page 1)

#### cetting a born on it."

Jack Rogers, executive VP/CFO at 325-unit, North Canton, Ohio-hased Camelot Music, says the chain enloyed a double-digit comparable-store increase during December and "it's been a long time since we have seen anything like a double-digit comp-store increase at Christmas."

Similarly, other mall-based merchants, like National Record Mart and the 135-unit, Owensboro, Ky.-based WaxWorks chain, reported strong comparable-store increases, with the former saying it was in the double-digit range and the latter putting the increase at 196

Executives at other chains also report strong Christmas selling seasons, with comparable-store sales increasing 16% at seven-unit. Omaha, Neb.-based Homer's: 12% at nine-unit. South Plainfield, N.J.-based Compact Disc World; 31% at 18-unit, Boston based Newbury Comics; and 7% at Troy, Mich.-based Harmony House.

Also, the 120-unit, Amarillo, Texas based Hastinga reports an approximately 6% comm rable-store incre through Dec. 24; Tower Records had a total sales increase of approximately 4% with about three fewer stores which means that its comparable-store business was even higher; and Streetside enjoyed double-digit comparablestore increases during December.

Terry Woodward, president of the WaxWorks chain, says business was cool during the holiday selling season mainly because of all the hits current.

LA MACHIA BILL Continued from page 61

convright term extension and pass

#### rgislation enabling Corgress to rat ify the international World Intellectual **Property Organization treaties (see** d story, page 3).

The president has already signed Congress' legislative-fix La Cienega pretation of a provision in the old 1909 Copyright Act concerning copyright notice placement by the Ninth Circuit Court of Appeals that put in publicdomain peril the fate of all songs copyrighted previous to 1978, the date of the Copyright Act revision

ongress passed that bill in Novem ber (Billbuard, Nov. 15) after supporters beat back an attempt by se legislators to hold it hostage in a battle over a still-pending bill that provides music licensing-fee exemptions for restaurateurs. BILL BOLLAND

#### MIDEM

(Continued from page 6) French labels' body SNEP.

In addition to honoring Ahmet Erte gun, Roy says, MIDEM is continuing ta MIDEM Music Makers Awards The recipients this year are Peer, edel music founder/CEO Michael Haentjes; and French-Canadian artist Luc Plamondon, co-creator of the rock opera Starmania."

Estegun will also be center stage at MIDEM or Atlantic more the mont to colebrate its 50th semisuraary A "50 Years Of Atlantic Becords" concert will be held Jan. 20, featuring new artists on the label, including Jody Watley, Chris Stills, and Sugar Ray, Later that, day, Warner Music Switzerland mee aging director Claude Nobs will DJ at. "Atlantic Scal Mashine" conni honoring the label's contribution to the

ly out, "We really had something for everybody, so I would say the labels did their ich," he says,

But another key factor in the strong holiday seiling season, according to merchants, has been the restructuring and downsizing over the last two years among music accounts. During that time, music chains have closed more than 1,000 stores, leaving existing stores in a stronger position. Also, th price war has abated thanks to the strengthening of minimum-advertised price policies by the majors, allowing merchants to reap more profits in 1997.

Mike Dreese, CEO at Newbury Comics, points out that the Lechmere chain, once a formidable music force in the New England market, was shut down in 1997 and Bouidated, which had a "good impact on our stores. Twelve of our stores were within a mile or two of Lechmere."

Also, the Strawberries chain filed for Chapter 11 this year and closed almost 40 stores, including some of its highervolume stores. "So the combination of

Lechmere and Strawberries meant that we would have had to be complete idiots to have a had holiday season. says Droese, "We planned on having a strong season."

Similarly, David Lang, president of Compact Disc World, says his chain enefited from the weakness displayed by Nobody Beats the Wiz, which filed for Chapter 11 in December 1997. The Wig was out of stock on many hit titles, he reports, which boosted Compact Disc World's business.

A number of metrikants noted that the downsizing and higher prices in the music departments run by Rest Boy also had a heartfaild offeat on their chains. In particular, those merchants cite cassette sales at their chains receiving a boost thanks to a reduction in cassette SKUs at Best Buy,

The closing of stores and the downiring of music departments at Best Bay may help account for the dispari ty between the strong boliday selling senson that music merchants are reporting and the allum pales increase

es tabulated by SoundSean, which shows that category up only 7.3% as of Dec. 28

John Marmaduke, president of Hastings, says one of the turprising factors boosting business at music retail is the return of customers "we haven't seen in a while who are getting reacquainted with music." He adds that, "some of the mass-appeal hits attract ed a wider diversity of customer

Lew Garrett, VP of purchasing and merchandising at Camelot Music, says the holiday seiling season was so suc cessful because "we just had a wide array of product over a number of different genres." Furthermore, he notes that the bit factor was so strong that in terms of unit sales. "there wasn't much difference between our No. 2- and No. 10-selling albums."

Other factors contributing to the season's success were gift certificate sales, non-music items, and, at some chains, catalog album sales.

At National Record Mart, Mundorf cites both catalog and non-music, or Emart, and Sam's Club was weak in

the first two weeks of December, Com-

account for 35% 40% of example value

and thus have a major impact on the

holiday rearity which determine here

Even if the mass merchants finish

strong, they'll be hard pressed to make

Robert Alexander. "Overall, we think it's going to be fairly weak." Based on

Alexander's weekly tabulation of pur-

volume for 1997 will lag behind 1996 by

Columbia TriStar Home Vidco pres

ident Bonjamin Feingold agrees salee

were off, largely because of Disney's release schedule. "The reality is they

didn't have any product like 'The Lion

King' and 'Beauty And The Beast,'

vidco "Beauty And The Brost" scope

but the volume wasn't near the level of

chase data, he suspects sell-thro

up the difference, says Alexander

well the year has done.

as much as 10%

saw Feinend. Disney did well with its made-for boutique, items as enjoying robust sales. "Catalog artists sustained through the holiday. For example, Elton John's estalog sold through for us, riding the strength of the Princess Diana tribute single.

"We had a stronger commitment to outique business this year, putting departments in our stores carlier this year, and it paid off during the holi days. Among the items that were strong sellers were posters and mood

Stan Goman, senior VP of retail operations at Tower Records/Video. notes that gift certificates were up 15% notes that gri certaixates were up to -over last year. 'I think it was a gift cer-tificate Christmas. Our registers iammed; [they] couldn't take so many hits on the same SKU."

But while other merchants are focusing on comparable-store increases. Goman says that profits are bolstering his holiday sporits. "If I can get sales growth like we did and our gross profits up even more, then that is even bet-

Video's "Betman" and Universal Stu-

dios Home Video's "The Last World-

Jurassic Park" also didn't set sales

records, and 20th Century Fox Home

Entertainment had only "Jingle All

The Way" to replace "Independence

In fact, without Columbia, sell

hrough would have been a holiday

flop. The studio racked up big ship-ments for "Men In Black" and "My

Best Friend's Wedding" and steady

business for estalog titles like "River

dance." Its contribution to music video

was "one of the pleasant surprises in

the calendar year," Feingold notes, So

While not yet at the level of hit cas-sette titles, "Jerry Maguire" and

"Jumanji" each topped 60,000 dises, and "Wedding" and "The Fifth Ele-

ment" have delivered 40,000 apiece.

back-order situation," Feingold says.

more orders than we could supply.

We've very bullish," he adds,

For several DVD titles, "we're in a

As of late December, "there were

Day," its 1996 blockbuster.

was DVD

#### HOLIDAY VID SALES CENTER ON MUSIC, DVD, HIT TITLES (Contrained from page 1)

the year. The culprit appears to have been a shortage of family entertainment titles. Except for "George Of The Jungle," they were in short supply Mass merchants as yet haven't learned how to dress the same crouses of hovers to action adventure movies.

Margins unquestionably took a beating in 1997-and helped estabhish DVD in retailers' minds as a rookie with potential. Retailers stay closer to DVD's \$25 suggested list than to esssette prices, which often dip under \$10.

The flood of releases permanently re-priced to \$9.98 "makes no sense," says one chain executive. "It does more harm than good to the perceived value of more expensive titles." Nonetheless, titles at all levels moved

Music videos, in particular, were solid. This Christmas was one of the "if you could find the title and keep it in stock," says Joe Nardone of Gallery of Sound in Wilkos-Barro, Pa. Nine Inch Nails: Closure" was his best seller. "A lot of stores ended up with "he adds, but "we had it all the out it. way" alongside other winners, includ-"Rage Against The Machine" and etwood Mac: "The Dance."

Black gospel cassettes were "very strong" for the jointly owned Sound op and Music For Less chains, says VP Chuck Adams. "We'll blow last year's numbers right out of the water.

Several retailers also sang the praisas of DVD, which concluded its first. boliday season on key. Disc sales were estimated to have topped 1.5 million units by year's end. Just before Christ-

med from page 6

mas, the Musicland Group issued a press release beasting of a one-week record of \$1 million Reat Box mann. while, claims it moved nearly 60,000 Volume policed Dec. 26 when receivi-

ents of DVD players bought software for their machines. "It's very, very encouraging for the whole industry according to Best Buy video merchanfive manager Joe Pagano. This is testimeny of how rapidly the cons ator is

Pagano says Best Buy's cor electronics department considers DVD the fastest-growing format ever "to come down the pike." Another mass merchandiser is ready to find out for itself. Target Stores reportedly has begun testing a Philips players and 10 titles in 25 cutlets

Because most consumers still aren't aware of DVD. "things are a little confused at this point, but it's poing to do cuite well. And the format is going to we for a long time," predicts Arnold Fishman, chairman of Lieberman Research Worldwide in Los Angeles. Lieberman, which conducts exintent-to-purchase studies for the stu dies, is equally sanguine about the fature of VHS sell-through

But 1997 wasn't the banner year Hollywood had expected, Fithman acknowledges. The fourth quarter was soft, "and I don't know why," he says. There was no shortage of sales. They just weren't what propie hoped for.

New York-based market analyst Alexander & Associatos thinks sellthrough demand at Wal-Mart, Target, last year's "Toy Story," Warner Home MAMA CONCERTS' AVRAM JAILED (Contreased from page 6)

Dutch company, Percon BV, which be partly owns. Because finances were routed through Percon, Munich-based Mama did not pay its full taxes due in

his arrest in April (Billboard, April 19. 1997). While in prison, he has undergone operations for a stomach ulcer and prostate problems. The fact that Aug. 30, 1997)

First offenders in Germany are ent tled to parole after serving half their sentence, which means that, after his return to prison in the spring. Avrage may be free in the summer of 1999

The judge said the santence he passed was relatively light because be believed Avram had made the decision to route finances through Percon because he had been savayed by advice from bis lawyer and tax sultant

In a separate case, Mannheim, Germany-based promoter Matthies Hoff. mann remains in juil after his arrest in April (Billboard, April 19, 1997), also on charges of tax evasion.

#### CANADA

#### ued from page S)

Brian Robertson, president of the Canadian Recording Industry Assn., is ecstatic with the Canadian government's amouncement. He notes that, once ratified by the Canadian bodies. the WIPO treaties will form the corperstone of Phase III legislation currently under review by the covernment. He adds, "[This announcement] backs up Sheila's promise a year ago [to Canadian music industry sources] to pp to Phase III (revisions) immedi ately and not to take as long (with leg inlation? as Phase II did."

and former president of Warner Special Products, has been hired as a co sultant to help market the combined catalog. "Elvis Presley considered Dean his favorite singer," Kapp save-There's a let of hosiness to be done with Martin's recordings for Capitol and Reprise

E-Prop is a marketing entity uging the catalogs of the EMI North merican labels, including Capitol, the Right Staff, and Capitol Nashville, as well as selected titles from sister Virgin Records.

E-PROP GETS ALL OF MARTIN

eprise masters have been licensed for the past six years; some have not been reissued since their original releases, and most have never been available domestically on CD. The masters encommers more than 20 slburns, including 10 that were certified gold Hits among the masters include "Everybody Loves Somebody," You're Nobody Till Somebody Loves You," "I Will," and "Houston. one of Martin's Reprise recordings done in a untry mode.

In a move related to the licensing arrangement, Mickey Kaop, founder

de Burgh, and Pink Floyd through a Avram has had a difficult time since

Avram was shackled to his bospital bed during these periods caused anger in the German music business (Billtoard,

hough Avram is currently free on bail, the judge ordered that he must surrender his passport and report once a week to his local police station. The judge said he was granting hall as an acknowledgement of the suffering

#### INDUSTRY LAUDS IVEY NOMINATION FOR NEA CHAIR

Continued from page 6)

runs the Country Music Hall of Fame. Ivey is also well known in the industry as a national trastee of the National Academy of Recording Arts and Sciences. He served as president (a position now called chairman) of that organization from 1981 to 1983 and in as chairman from 1989 to 1991.

I'm a real fan of the NEA," Ivey "I'm a big supporter, and I believe its programs play a very important part in American society. I believe it has accomplished terrific things. That's my position, and I approach the job that way."

Ivey is well known as a music writer, folklorist, and archivist committed to the preservation of U.S. sound recordings. He bas also emerged as a voice for the arts as a member of the President's Com tee on the Arts and Humanities. He was instrumental in the writing of "Creative America," a report "Creative America, a reprint released in 1997 surveying the arts and humanities in the U.S.

Out of that report came the President's Millennium Office "Worthy Ancestors" program to bring attention to the preservation of U.S. cultural materials from both government and the private sectors. Since the '70s, Ivey has served on

NEA panels and as a consultant to the NEA's music, folk arts, challenge, and advancement progra He has also led the capital fund

#### RIAA SEEKS REVIEW (Continued from page 6)

more than 40% of revenues for their programming.

The CARP panel is a nonpermanent body that replaced the autonomous Copyright Royalty Trihunst which Congress abolished. The name) based the low rate on evidence that the services are facing financial

The RIAA argued that the rate should not be based on licensees' financial conditions.

If the librarian and CARP decide not to adjust the rate, the RIAA has the right to appeal the decision to the District of Columbia Court of Appeals, but it has not yet made that BILL HOLLAND

#### ANI DIFRANCO (Continued from page 7)

me out a little. It's not a fear of suc cess but more the feeling of guilt by iation with the very mechanism I tried to subvert," she says. "But not using swearwords doesn't mean giving in. Skirts don't coust slavery Charting doesn't mean selling out. I never wanted to be a star, just a musician. I bone that growth can still be respected when someone has worked as hard as I have."

camptign to raise \$15 million to move the Country Music Hall of Fame which the CMF administers-and CMF offices in 1999 to a new 3.2-acre site in downtown Nasbville, next to the new Nashville Arena. The CMF also includes the historic Hatch Show Print shop in downtown Nashville. RCA's Studio B, the CMF Media Center, CMF Records, and the CMI Press. He would be the first NEA chairman who has developed and directed a nonprofit cultural organi-

Ivey joins already confirmed fellow Southern folklorist William Ferris. whom the president recently picked to head the companion National Endowment for the Humanities

"The NEA is a hot button, a hot topic," says Warner/Reprise Nash ville president Jim Ed Norman, an active backer of arts groups and efforts. "We mustn't forget that he has to go through the process of confirmation. We'll all keep our fingers crossed. but I think we'll also undertake to cur best ability to do all we can to make sure that all of Bill's contributions are recognized to the fullest extent possible in that process. It seems like he's going to have great support political from people in the system. There's nobody more articulate or passionate than Bill when it comes to issues of arts, education, and especially the vernacular arts. But be has an understanding of the great world of art."

a significant mark of respect for the country music community, "Bill's work, though, and his expertise and music," he adds. "We've been hicky to have someone with his passion and understanding.

Bruce Hinton, chairman of MCA Nachrille and chairman of the CMF echoes Norman's endorsement of Ivey, saving Ivey "understands our culture, history, and the importance of the arts in the development of our children

The CMF is expected to appoint a search committee to determine a successor for lyey.

Assistance in preparing this story was provided by Chet Plippo in Nachrille

#### SFX CLAIMS TOP PROMOTER TITLE VIA PACE BUY (Continued from page 6)

expected this year, PACE will make a major contribution to our standing as a leader in entertainment, production and promotion. We anticipate a very ing future."

The move culminates an extremely aggressive year for SFX, which, until August, was the nation's seventhlargest radio station group owner based on revenues, with 71 stations in Capstar Broadcasting in a deal valued at \$2.1 Nillion

The company's foray into the live music and entertainment business began when it purchased Indianapolisbased Sunshine Promotions last March: New York-based Delaener Slater in October; and, in December, San Francisco-based Bill Graham Preents, St. Louis-based Contemporary Productions, and Atlanta-based Con certs/Southern Promotions (Billboard, Dec 27 1997)

With a strong promoter presence in Texus and facility interests nationwide. PACE is one of the final pieces in a outside that now gives SFX strong bases of power in most of the U.S.

The PACE deal is made even more important because of its amphitheater properties; all of the panies previously purchased by SFX have profitable facilities ties in place with a strong regional promotor presence. PACE Concerts is the promoter in the state of Texas SFX will now control 42 entertainment venues either directly owned or under long-term lease in 22 markets, including 40 venues in the ton 50 markets and nine venues in six of the top 10 markets.

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PACE Touring, formed in 1997, d with the successful Ourfest tour and followed with the Fleetwood Mac tour in a partnership with Magie Con-

Becker will continue as PACE Entertainment chairman, while Brian Becker, PACE president/CEO, will maintain his role in managing day-to-

PACE was started in Houston in 1965 hy Allen Becker and then partner Suthey Schlenker to create events for think Sydney put up \$15,000, and I out up \$15,000, which I probably borrowed rom Sydney," says Becker

The company's main forte was motor sports until 1975, when Louis Messina came on board to oversee PACE Concerts. In the mid-1980s. PACE was on the cutting edge of the amphitheater development trend, beginning with Starwood Amphithe. ater in Nashville and progressing to newer sheds in Camden, N.J., and West Palm Beach, Fla.

"Brian Becker pushed up the amphitheaters," says Becker, "If you look around, the concert promoters. who have really prospered have been the ones that stepped out and got involved in facilities. You need those other revenue streams, like food and beverage and parking. You don't get them when you're renting from Madison Senare Garden

"I'm proud of what we've accom-ished," he adds, "We have a reputaplished tion in the marketplace, and people trust us. It has been a hell of a career,

As for concert promotions, Messina says he expects PACE to proceed into the new year on a "business as usual basis, although he anticipates el relationships with principals of the other promoters previously acquired by SFT

Messina says that the "creative force" of such a group of promoters is something to be reckoned with. "I'm curious to see what the mastermind game plan is," he says. "I can't wait until the first meeting."

Assistance in preparing this story was provided by Chuck Taylor in New York.



Circle Of Friends. Reggae superstar act Innar Circla celabrated the release of its Soundharry Entertainment officer "De Bornh" with an outstoor party at Circle Sound its Mami recording studie. The group performed new and classic runs. bers for honored quests iscludton Roh Madey's mother. Cedella Madey Booker Pictured at the party, from left, are Inner Circle bassist Ian Lewis, keyboardist Bernard "Toutar" Harvay; drummer Lancelot Hall, Marley Bookar, lead vocales Kris Bentely, and rhythm guitanst Roger Lewis.

#### SALSA PIONEER JERRY MASUCCI DIES utanued from page 6

Berry Gordy was to the Motown sound. Indeed, Masucci operated Fania

much like Motown. With Masucci handling business affairs and Pacheco directing the label's musical fronts. Faria became a self-contained assembly line for salsa artists, producers, arrangers, and composers.

"We trusted each other, and we had a lot of fan," says Pacheco, who notes that the term "salsa" arose because the sound was like a musical sauce combining different ingredients and it was easy to market.

#### UNDER ONE ROOF

"When we were starting to travel all over the world, people were getting confused with [Caban genres] non mon tuno, gaaracha, and mambo." sava Pacheco, "Sowe used sales to put all of the Lotin Caribbean music under one

The smooth road payed for sales music by Masueri and Pacheco was not without a few potholes, however. In the late '70s, some of the label's artists felt. the hard-negotiating Masucci was being too tight-fisted with royalty paycerto Nonetheleos acto unch as Harleer one of Fanis's earliest signees, staum ly defend Masucci's record, "It if weren't for Jerry. I wouldn't have a career, and neither would most of these other artists," says Harlow.

The success of Fania in the late '70s drew attention from large U.S. labels like Sony (then Columbia), Elektra, and A&M, which began snatching up its acts just about the time salsa was on the wane. By 1979, Fania had closed shop as a record company, though the Fania name was retained as a entity.

After spending most of the '80s and '80s in semi-retirement, Masucci reentered the salsa arens in 1997 with the formation of Jerry Mastacel Muric, a salan-rooted label distributed by Sons Discos that Masucci hoped would talent. In addition. Masurei was also, ning an initial public offering for another company, Fania Group Entertainment Limited

Victor Gallo, Masucci's longtime right-hand executive, is not sure whether the company will go public, but he stresses that the record company will "keep trying to keep running

### CES TO SERVE AS STAGE FOR DVD. DIVX FEUD

DVG expects to cram its display with available titles from every supnlier except 20th Century Fox Home Entertainment and Paramount Home Video, the two studio holdouts. The focus will be on the "abundance of blockbuster movies" in stores, says Amy Jo Donner of Douglas Consult ing Group in Los Angeles (see story, page 81)

Divx Entertainment won't have the selection of titles that the DVG has, but it will have something the association's display lacks-the element of surprise. For the first time, Divx is being demonstrated in a public forum. Thomson Consumer Electronics and Matsushita are patting the system, which connects the player to a computer monitor via. phone line, through its paces at their

Zenith, which has also contracted to manufacture Divx players, was supposed to do the same, but the exhibit was tornedoed when the company pulled out of the show.

What showgoers will see was unclear at press time. Divx Entertainment has struck deals with Disney, Paramount, Universal, and DreamWorks to provide it with movies, some of which will

likely be included on a sampler disc.

Divx Entertainment is expected to announce the titles to accompany ship ment this summer of its players. "That will be happening," says spokesw Robin Agar of Boston-based PR firm Arnold Communication

Observers expect that Richard Sharp, chairman of retail chain Circuit City, which owns a majority interest in Divx, will release at least an outline of the massive marketing campaign that acquaints the public with the system. Sharp is holding court off the show floor in a Divx Entertainment hospitulity suite

Other than Divs, bttle is expected in the way of technical developments. To shiba has scheduled an event to review the market status of the format and announce an addition to its line, possibly a lightweight player. Also present will be Warren Lieberfarb, president of Warner Home Video, Toshiba's partner in the 1997 Junch

DVD sudio remains on the drawing board. "It's not a pressing priority for the music industry," says a source, who doesn't expect a solution to the audio format battle until later this year "or whenever."

#### POLYMEDIA, KELLOGG'S TEAM FOR COMPILATION PROMO

(Continued from page 1

which cost \$4.99 each for CD and \$3.99 for cassette versions (Billboard Bulletin, Dec. 30). The front bottom corner of the

cereal boxes feature a picture of a CD with copy reading "Best To You Music Offer." with the respective genre inserted into the copy. The promotion will be backed up by a \$3 million television advertising campaign and a full-page Sunday insert that will be distributed in 55 mill presspapers.



Details of the promotion appear on the back of cereal boxes.

John Esposito, senior VP of Poly-Media, says that PolyMedia is preparing for a redemption rate of 1%-2%, which means that sales of the four compilations combined could reach 1 million-2 million units.

The use of music as a premium for another consumer product is not unique. In September 1994, EMI-Capi tol Music teamed with McDonald's, offering greatest-hits albums from Garth Brooks, Tina Turner, and Elton John and a new album from Roxette priced at \$5.99 each for CD and \$3.99 for cassette. The promotion was backed by what was said to be a \$25 million advertising campaign; it sold about 12 million units.

While the promotion generated an enthusiastic consumer response, it infuriated music retailers. They felt McDonald's got the albums for a cost less than the average \$10.70 that music retailers pay for front-line albums. The resultant price to McDonald's customers devalued CDs, retailers also charged. Finally, they didn't like the idea of the label using another method of distribution and cutting them out of the channel.

Esposito says that PolyMedia's effort is completely different from the EMI/McDonald's campaign. First, he says that the multi-arti albums offer only eight songs and that PolyGram already offers compi lations to music merchants at budget ricing similar to the Kellogg's offer. In addition, he says, the Kellogg's promotion is designed to give exp sure to PolyGram's artists and stim ulate catalog sales at music retail

According to Esposito, PolyMedia partnered with Kellogg's in order to reach nonactive record havens. Moreover, he says, each compilation will include an insert card urging the pur chaser to visit his or her "favorite local record retailer and buy the entire albums by the artists you like." The compilations' track listings will list each song alongside the cover art of the album from which it comes

Finally, Esposito says that PGD is nning a discount program on all the tities advertised in the compilations for three months, beginning Monday (5) PolyMedia is developing point of nurchase materials so that music merchants can tie in with the Kellogg's promotion, he says. "We elleve that once the promotion is in full flight, customers who have bought the samplers will be going into record stores to buy the albums that their favorite songs on the com-pilations came from," Esposito says,

Retailers were expected to be notified about the promotion in a Poly-Media letter schedaled to hit account headquarters before Jan. 1 (beyond press time'

In total, 28 PolyGram artists are featured on the compilations, includ-ing Bryan Adams, Amy Grant, Aaron Neville, and Extreme on the pop music compilation: the Ailman Brothers Band, Free, Rod Stewart, and the Police on the classic rock compilation Knthy Mattea, Billy Ray Cyrus, and John Anderson on the country compilation; and Marvin Gaye, the Temptations, the Miracles, and the Supremes on the Motown compilation.

As an additional promotional vehicle. PolyMedia is making available via the Kellogg's bases three CD singles, each featuring two artists from the respective sampler genres. The catalog songs featured on the CD singles will not be available on the compila tions. A total of 1.2 million singles will be given away to customers making a qualifying cereal purchase as an inducement to go the next step and mail away for the sampler.

The Kellogg's cereal hoxes that will contain the compilations offer include Apple Jacks, Corn Flakes, Corn Pops, Cocoa Krispies, Coroa Frosted Flakes, Froot Loops, and Frosted Flakes. Kellogg's is a prod uct of the Kellogg Co., based in Battie Creek Mich

#### FOOD BANK BENEFITS

Five cents will he donated from every compilation album purchased during the promotion to the Second Harvest, a Chicago-based charity that describes itself as a nation

food-bank network.

Executives at the Kellogg Co. were unavailable for comment by press time. But in the highly com petitive supermarket business, shelf space is tough to come by, and many products carried in that retail chan nel often offer premiums as an inducement to generate incremental purchases

Esposito declines to provide the financial details of the Kellogg's deal except to say, "They are baying the dation from us on a nonre able basis, and they had to commit to make a minimum purchase." He also says that Kellogg's is responsible for fulfillment to those purchasing samplers

In all the promotion has been in the works for 18 months, Esposito says, with the first six to eight months epent working on getting the right kind of promotion. After the promotion was decided upon, Poly-Media turned to the respective Poly-Gram labels for help in selecting the right eongs and artwork.

'If this had been a typical special

market project, we would have just licensed the tracks and sold the compilations to Kellogg's," Esposito explains. "But we wanted the chance to expose our catalog in a huge way, and we wanted to get our labels to become partners in the promotion

He says that senior marketing executives at the various PolyGram labels gave assistance in "turning the cereal boxes into PolyGram show-

He notes that two of the compile tions include developing artists alongside the stars: The pop compi-lation includes songs by Del Amitri and Gin Blossoms, and the country compilation includes a Kim Richey

"If people are inspired to buy one of these artists because of one of the compilations then that's a big plus he says. Esposito says that Poly-Media and the Kellogg Co. are still working on other promotional ideas to enhance the campaign and excite music retailers. And "if all goes well. this will be the first of many such promotions," he says.

#### EXIT NINE'S CARSTENSEN GETS MARKETING PUSH VIA GRP DEAL (Continued from page 7)

GM/VP of marketing Andy Sarnow adds, "Her touring has been a great foundation, especially in secondary markets, and that can only increase with the muscle of GRP behind us.

In cities where Carstensen plays live, she gathers a following that is interested in buying albums directly and feeling connected to an artist. "She sells units wherever she goes on tour. We see a pickup of sales in each area, and ehe sells tons of albums at a gig," says LiPuma.

Jim Fleming, Carstensen's booking agent at Fleming/Tamulevich and acciates, says that in terms of tour ing, Carstensen and her management are "ultimately striving for her to be a concert-venue artist, and she has siready played large concerts off the strength of the showcases she's done at festivals. She's a perfect match for concert venues, soft seaters,

Retail in-store appearances have also helped increase Carstenaen's visibility and sales. One particularly sacreesful in-etore performance at a Coconuts Music & Movies outlet in New York was remembered by Kris Sylvester, formerly products manager at the store and now store man at Record Town in Kanoga Park, Calif. "Every time we played Carstensen in the store we sold a couple of her albums and then at the in-store we sold about 60 units, which is creat for someone who had no major distribu-

Steve Kessler, owner of Compact Disc City in Highland Park, Ill., finds that while Carstensen's music is ACoriented, she appeals to all ages. "Twe sold about 100 of her CDs in the last month or so. Even the 17-year-old girl who works the register here oves it. I have a small store where most people ask me what they want to buy, and we've sold Carstensen to all the Shawn Colvin and Sarah McLachlan crowd."

At radio, Carstensen has tried to do on-air performances and interviews as much as possible, concentrating on noncommercial triple-A stations. Tommy Lee, PD at triple-A WCBR Chicago, says Carstensen fits canerially well in the station's drive to embrace new artists. She made a live 'She's gotten great phones from the first time we played several tracks of hers. Our audience appreciates good vocals and artists' nnusual aspects. like the harn

"Our goal is to get her out to AC radio. " says Sarnow, "but instead of pushing for 100% radio hits, we've worked on a more personal basis, hringing Dee in person to retailers. bringing her to the radio studio."

LiPuma says he is confident that with the help of a major-label promotions hudget, Carstensen will make it at triple-A formate. Kessler adds. radio takes a chance on her, she'll take off. It only takes a couple plays to get her going."

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UNIVENTURE CD PACKAGING & SYSTEMS

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#### RILLEGARD JANUARY 10 1998

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TITLE

# Hot 100 Airplay

HOT 100 A-Z

**JANUARY 10, 1998** 

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- KALVIVE RECEIVENCE Taintone UND care links BANN, BINN, Deriver, and Bink, Bank, Bink, Bank, Bink, Deriver, Bink, Scantheven, Bink, Bin
- ASCAP Creative, ASCAP Meganologic ASCAP WBM THE BEST OF HERE (vit a SCAP) Saving Currents, ASCAP Millere, ASCAP Legg Bayle, ASCAP WBM

ň	inbe	rali	on a national sample of POS (splint of sale) rels sold in SoundScan, Inc. This data is a	ed in 1		lot 10	0 Singles chart Sourceticaure
NUM SH	AST WOOR	ACCUS ON	TITLE ATTIC IMPRIVIT/ROMOTON LARCE	ALC: WE LA	AST MUCK	NUTES ON	TITLE ATTIT CAPTING PROMOTION LABEL
Ê	1	ŕ	* * NO. 1 * *	38	37	8	WYSERLE MAN
1	1	14	RECIPICABLE IN A REP. CARDS BITM BIDS 180	28	ж	3	ROMANNE '97 - PUTT DADOT NEMIX
Ð	2	E	IT'S ALL ADOUT THE RENJAMINS	40	43	22	2 BSCOME 1 SPEC GRUS CENSIN
Ð	3	u	NT BOOH	4	42	11	I DON'T WANT TO WAIT
Đ	4	4	TOGETHES AGAIN	æ	45	v	NOT TONIGHT
5	5	ш	FEEL SO 6000	0	46	13	THE SHOULD BE MINE DON'T MADE YOUR THE
6	6	5	A SONG FOR MANA	-	50	8	UP JUMPS DA BOOGIE
,	,	,	I WILL COME TO YOU HANDA DEFECTO	45	35	19	I MUSS IN Y HOMES
8	1	30	HOW DO I LIVE	45	ø	5	RIST CLOWNER
T	\$	1	TRULY MADLY DEEPLY	0	-	'n	EVENTTHES
m	'n	6	WE'RE NOT MAKING LOVE NO MORE		11		NO TENGO CENEJO LOS UMINISTLOS (PLENEM/MISSING
TD	n	15	THE ONE I GAVE MY HEART TO	-	10	4	THE NOT A PLATER INCOMPANY CONTRACTOR
12	14	15	SPICE UP YOLD UPE	-	43	16	ING PUPERICK LUDUR/PCAL CRIMINAL POPUL RPPCE ICLEAN SLATUWORD
13	18	1.1	BATTA LOW	-	50	61	BACKYARD TOOGIE BACKYARD TOOGIE BACK 17 PROVING
16	16	73	MY LOWE IS THE SAME	50	16	15	LAST NIGHTS LETTER
55	18	4	COLOR DE LA PORTA DE TRAS MARIA MARIA PORTA I DONTE DELS NINET TO SES TOU ADAM. UPOLE SAME DE CARDENS SECTO	-	30		K-C & JOJO INCA PODUSH GANESYOU WERE REART FOR RE PODUSH CATURINE
16	16	,	SHOW ME LOWE	-	30	3	SANTA'S A PAT BITCH
17	15	2	YOU MAKE HE WANNA	-	30	4	GUT PLAYING GAMES WITH MY HEART)
16	16	4	LOLLIPOP (CANORMAN)	20	94 54	16	BUCKETRET BOYS GAL
ID OID	-	4	AGA INEA GOING BACK TO CALL THE HOTOROUS BAD INCOMPANY	10		-	STILL WATERS IRUN DEEPI
30	30	u u	THE HOROBOUS BAD IMAD BOMANISTAL	-	<b>64</b>	4	
30 TD		,	SOCK IT 2 ME VEHICLE OF LET CLEAR DIRECTLE NO. NO. NO.	Ð		÷	SWING MY MAY R P & DWM CALINESTIES: TOO GOME, TOO LONS
		÷	NO. NO. NO COTINES ONLY COLUMNAL IF I COULD TEACH THE WORLD	20	54	16	DOW'T STOP THE HUSIC
D	-	n	WHAT ADOUT US	64	12	16	
33	22	30		36	16	4	SAY YOU'LL STAY
30		1	THE REPORT REMAINS	61	16	16	SO 6000 DEVML CO, SHIGED
CD)		1	NOW'S IT GOING TO BE THEO OT BUILD EUROPATED	64	16	4	NISS THE RAIN BOUT WILLS (UNVERSAL)
Ð		f	CONT MESTIPE TOURNOW LONE TOUR SAME TOUR MERCURY PARAMETERS	320	54	4	NOLINN YOU TIL I JOIN YOU INCOMY BY INSTAND (10000) 800
n	72	16	BOYZ II MEN INCTEWNO	64	54	4	SOMETHING THAT WE DO
28	28	16	THEY LIKE IT SLOW	- 11	55	1	AT THE REGIMENG
Ð	-	16	HONEY INNER CAREFICOLOMICA	a	64	u	TTL BE MISSING YOU
64	30	15	YOU LIGHT UP MY LIFE	64	16	34	TTS YOUR LOVE
Ð	36	4	HERE MEDMINE SHER MASHVELD	œ		4	WHAT IF I SAID INSTORE 20 YO THE WRITE WHIT PLANT
60	30	ы	NECTOR LIFACT AND A	30	-	4	BO HELP ME GIRL
39	16	4	SHE HOWES ISCHES	n	16	4	THE AFRAND OF AMERICANS
30	38	п	NU RUNCH (REPARE)	n	n	16	THE REST OF MINE
30	30	11	LOVE GETS HE EVERY THE	n	15	7	YOU'RE NOT ALONE DUNE INCAU
38	56	10	100 USA408 (2070)	16	16	16	LEGEND OF A COWGINL
17	40	5	TUCK NE IN REALITY SCOTT KORLINE AD	14	43	15	ALL CRIED OUT

Net 100 Gingles Colos

**JANUARY 10, 1996** 

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- 53 SWORD INT WAY (Nomizie ASCAP) 45 THEY LIES IT SLOW (Joint Care 1995/Rate Day
- 2

- THETTER IT SLOW (Since Das Bittillage Bay, Bridget, Jaho Robert, J. Bart Robert, S. Schwitz, Harrison, Schwitz, Harrison, Robert, THE LOBE, Heatmann, MCAP, Hill MELT, MALE SEET, Honge Gold Machana, MELTING, Harrison, Ball H, TEXTER INTERE ERF. On the Schwitz, Method RECKING, Schwitzer MAL, MELTING, HORS, Schwitzer, Schwitz, Melting, Mill, Schwitzer, Schwitzer, Schwitzer, Melting, Schwitzer, Schwitzer, Schwitzer, Melting, Schwitzer, Schwitzer, Schwitzer, Weit K, et al. (1996), Line Meld, Line Mill, Weit K, et al. (1996), Line Meld, Schwitzer, Melting, Schwitzer, 1997, Line Meld, Melting, Schwitzer, 1997, Line Meld, Mellin M, Schwitzer, 1997, Line M, Schwitzer, 1
- 12

- Sergs BM/EGU, BM/Fer Fahr, BMD HLWDM WHAT ABOUT 85 (Vigna Bach, ASCH/Mass Certisen ASCH/Marse Chappell, ASCH/ WB WHI F1 SM Party-Terrates BM/Chapter, SM
- Well P 1 SAB (Rome-Sensors Service)
   Well I IF (Rocking: ASCAP) NEW
   TOU BROW HT STELL (SM April, ASCAP) III No. ASCAP/Struct Point, ASCAP) H.
- V00 LIGHT UP MY LIFE (Carb. ASCAT/Trilygram Inf.

- Veg Loart IV W LIFE Carl, ACCA Physics III's COST and Carl and Carl and Carl and Carl and Cost and Carl and Social Accar Carl and Carl and Carl and Veg Sports and Carl and Carl and Carl and Veg Sports and Carl and Carl and Carl and Carl Accar Carl Annual Act and Carl and Carl Accar Carl Annual Act and Carl Annual Act and Carl and Carl and Carl and Carl Annual Act and Carl and Ca

11 10 4 THE IMPRESSION THAT I GET 12 13 13 1 WANT 190 13 14 8 BITCH BILLBOARD JANUARY 10, 1998



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# Billboard 200

THE TOP-SELLING ALBUMS COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY

SoundScan\*

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Thes write	WEDK	2 WHS	WALK ON	ARTIST MINIST & MANIECOSTRUTING LINE, GUIGERTED LET FIEL OF EQUIVALIAN FOR CASE/TRUES	PEM POSTON
-	-	-		* * * NO. 1 * * *	-
1	1	1	5	GAILTH INCOMS AT OMICS MARYING SETSIONICS, MARYING CONSTANTS THERE IS NOT SEVENS	1
2)	2	2	6	CELINE DION 550 MUSIC 68M LIVE CO. 98 6217 581 LET'S TALK ABOUT LOVE	2
3	3	3	7	BARGRA STREISAND &' COUMINA 66383 (30.98 6a17.98) HIGHER GROUND	1
4	4	-4	15	LEANN RIMES A' YOU LIGHT UP MY UFE INSPIRATIONAL SONGS	1
\$	6	6	и	CHUMEAWAMEA A' REPUBLIC SOCIESUMINETERA DO SECTIONE TUBTHUMPER	1
6)	6	7	6	SHANEA TWAIN MERCURY INVENTING SOLOGI TO SH BOOL SHE COME ON OVER	2
7	6	6	1	METALLICA &' BURTHA SZISI MED DIE SETIS SEI	÷
T	1 22	10	10	MARIAN CAREY &' COLUMNA 6-1605-10 98 14/17 98	1
1	2	6	6	SPICE GIRLS VIKON 45111 01 99/17 58: SPICEWORLD	1
10)	35	11	2	MASE &' MAD BOY 730175AR013110 BIOLESIN HARLEM WORLD	T
11	11	11	13	MATCHEOK 20 A' UNANTURING STOLAGED 1915 10 10 10 10 10 10 10 10 10 10 10 10 10	5
12)	12	22	20	BACKSTREET BOYS A JVC 41589 (10 160) 591 00 BACKSTREET BOYS	12
5	15	17	23	PUFF DADDY & THE FAMILY &' IND BOY TOLIZYMISTALID SHOT SIL	1
14	10	9	34	HANSON &' HERCINE SHEES IT IN BUT SHEES HERCINE HID WAT OUT	2
	13	9	34		
15	20	25	16	AQUA &' HICA 11705 (13 06/16 58) AQUARIUM	7
16)				WILL SMITH COLUMBA (B662" 110 98 C017 98) BIG WILLIE STYLE	
Ð	24	27	15	USHER & LARKE 200KLWHISTR (10 98/36 98) MY WAY	15
18	м	14	19	FLEETWOOD MAC &' REPRISE 45732WARNER BROS. (13 96-17 96) THE DANCE	1
Ð	25	Б	5	2PAC & MANU 41801-1VE CID 9824-980 R U STILL DOWN? IREMEMBER MEL	2
20	18	30	38	JEWELA' ATLANTIC 82709146 (1919) 15 967 THE PECES OF YOU	4
21	22	15	0	SPICE GIRLS &' VISON 42124* (10 No.06 NO. SPICE	1
22	19	19	6	KENNY G & ARSTA 16981 (10 9917 98) KENNY G GREATEST HITS	13
23	26	25	24	SMASH MOUTH   HITCHSCOPE 95142 (8 1012 99 III FUSH YU MANG	20
24)	28	28	6	ERYKAN BADU KOAR STIDP LANKERSE. 00 10/16 100 LIVE	4
25	29	29	14	BOYZ II MENA AUTOWA SIDE (#11) 9817 SH	1
26	21	23	26	SOUNDTRACK &' COLUMBIA SERVICE THE SERVICE MEN IN BLACK-THE ALBUM	1
27	27	33	15	BROOKS & DUNN & THE GREATEST HITS COLLECTION	4
28	17	12	6	HANSON & MECUNY SIG717 113 58 6017 98: SNOWED IN	7
29	31	20	12	JANETA VIEW 4012 01 5917 98	1
	32	35	1	LSG & LASTWEET AS LOSS AS A DATE OF	4
-				* * * GREATEST GAINER * * *	-
Ð	n	154	1 1	SOUNDTRACK SONY CARSICAL SIZE 23 (20 M EALT 98) TITAMIC	
22	23	21		YANNI wise 4del di 963 M	21
11	33	39	28	SARAH MCLACHLAN & ARISTA 18970 (10 9816.98) SURFACING	2
54	15	37	15	TRISHA YEASWOOD A'	4
35)					
	42	41	15	SOUNDTRACK & LAVACE STOAL SHOTS SEE SOUL FOOD	4
36	36	34	.27	SUGAR RAY & LAWARLAND: ISB06A3 (2) 9815 90: FLOORED	12
17	30	38	7	ENYA RCHIE 4625WARKE BOD 12.9917 50 PAINT THE SKY WITH STARS - THE BEST OF ENYA	30
38	34	36	6	LED ZEPPELIN & AUANTIC KIDKUNG (19 1942) 1911 BBC SESSIONS	12
38	43	45	68	FIONA APPLE & CLEW SLATENOW ENJSEPS 100 18 E016 191 10 TIDAL	15
10	43	48	30	TIM MCGRAW &' CURB 77886 (20 9806 98) EVERYWHERE	2
Ð	57	57	16	MASTER P A HOURT S0009 VIRONITY (12 9816-36) GHETTO D	1
2	38	44	77	LEANN RIMES A" OUR 77821 (12 SM/5 SM) BLUE	3
5	4	42	5	VARIOUS ARTISTS	15
5	58	0	5	MORT SOLIT-11 1017 50 IN THAT DELIGNINGTHERE WAS TOP SUBLIME ORIGINE ALLY 12714WORD 5005 50 SECOND-HAND SWOKE	29
5	50	4/ 56	24	SUBLINE GROUP ALLY ITTANCI OF 90% 90 SECOND-HAND SAURE SUBLINE & GROUP ALLY INTANCI OF 915 90 SUBLINE	13
	45	48	74		4
4	45	48 54	18		4
17 18				SAVAGE GARDEN & COLUMBR 67954 (12 19 EQ15 19) SAVAGE GARDEN	25
	50	53	38	THIRD EYE BLIND & CLEATER GEGLE THE BLIND BY BUILD THIRD EYE BLIND	
49	53	60	9	EAMA FAGE 43552 INCA 113:55 DD	3
50)	61	82	15	BUSTA RHYMES & CLOTTA GOOM KEE COMON MO WHEN DISASTER STRIKES	3
51	48	33	4	VARIOUS ARTESTS DMA, MICES OF WALLS AND	15
2)	55	61	11	DANA, PAREDE DI RALO MENDRA, FARE MELLODIAMIN 1138 6204 89 GREEN DAY 1074102 43734WEBARE BROS, 0353035.90 NIM ROD.	10
-		-1	-		-0

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NON	1AST WEEK	2 800	WAS CH	ARTIST TILE MANAGEMENT IN LAST, SUBSETED 1 ST INCE IN EDUNATION FOR COLUMNED	PEAK.
51	45	40	15	VARIOUS ARTISTS ESPN PRESENTS JOCK JAMS VOLUME 3	2
55	53	59	28	PRODICY &' R. MUTSWINELICK ESSOENIEMES BOD. DO SHOT SHE THE FAT OF THE LAND	1
58	45	59	73	THE ROLLING STONES & VISION 44101* CLI 1017 10 BRIDGES TO BABYLON	
57	12	49	5	KOHN MELLENCAMP . THE BEET THAT LOCKED DO 1030 1000	t,
58		70	73	SCUNDTRACK & work of LIGHT OF BEAT THE MEAN THIN TOUGHD UP 1978 1988	H
50	12	11	4	SOUNDTRACK DRONGIN 2111 GATTOR LID TO SEE THE DEST PROCESS THE SCREAM 2	-
	17	21	6	MANNHEIM STEAMROLLER	3
1	20	17	-		-
*	12	60	1	BUSH TRACMA SCIETY STORCOTT CO SIETS, SHE DECONSTRUCTED	1
		69		VARIOUS ARTISTS TOWNY BOY 1234 (12 0917 001 MTV PARTY TO GO 18	6
ឆ	83		41	THE NOTORIOUS B.I.G. & BA3 BOT 7301114/HERA (15 19514 SHI UFE AFTER DEATH	
H	44	58	4	ANDREA BOCELLI PHOPS \$39207 (32 1906 591 III) ROMANZA	4
65	54	51	8	SOUNDTRACK   ANASTASIA ANASTASIA	4
85	13	63	5	VARIDUS ARTISTS & ANSTA 18988 (10 5818 90) ULTIMATE DANCE PARTY 1998	2
តា	80	71	n	LL COOL J & DEF JAN SERIES-MEMOURY (1) 19 EQ17 161 PHENOMENON	
6	83	90	, 7	TIMEALAND AND MASSO GLASSPORTUNITE SETTENS IF 1915 ME. WELCOME TO OUR WORLD	2
68	74	78	v	ROBYN & #CA 87477 (10:95:06 Set IN ROBYN IS HERE	6
70	71	70	58	DEAMA CARTER &' DID I SHAVE MY LEGS FOR THIS?	
71	39	21	10	VARIOUS ARTISTS A VERY SPECIAL CHRISTMAS 3	3
17	65	64	36	GEORGE STRAIT & HOR AGENTLE LISER CORES SE CARRYING YOUR LOVE WITH ME	H
73)	11	74	15	DAYS OF THE NEW + CUTTOT SCOALDERTS IS 18:12 SE DAYS OF THE NEW	1
14	95	17	7	MYSTIKAL & NOLWY CONTROL SUDDERTON IN SECTION IN CARLON OF THE NEW	H
ĸ	20	80	5		H
n n	90 76	73	94	JAY-Z POCAPELIATET MM SOLDENMENCUM IO SE CLOS 90 IN MY LIFETIME, VOL. 1 CELINE DRIV A" MOMINE AMAZENE DE MERCITEM FALLING INTO YOU	H
					-
n	164	\$3	10	NAS ESCOBAR, POXY BROWN, AZ AND NATURE THE FIRM THE ALBUM	
76	$\eta$	83	IE	QASIS ▲ EPIC 68530133 98 ES/36 981 BE HERE NOW	
19)	91	94	13	CREED who up 13043 (12 M/16 M)	1
10)	37	58	12	EVERCLEAR OWHID, INSCIPULO \$913 ME SO MUCH FOR THE AFTERGLOW	3
F1	65	68	14	GLTON JOHN ROCKET SMERIGAW (11 MILT SET THE BIG PICTURE	
12)	117	104	56	DRU HILL & ISLAND SAKIDS 100 MICH 190 DB	2
63	79	83	41	AEROSMITH & COLUMNA 67547 CD 10 CD 16 101 NINE LIVES	
84	85	17	13	LOREDNA MONENNITT CUMUM HOLD 4573 WATHER BIOS 133 5915 St. THE BOOK OF SECRETS	6
85	84	84	11	JOHN MICHAEL MONTGOMERY & KTUNTO INSPECTO BOSONO TO THOS NO GREATEST HITS	3
	64	- 44	8	VARIOUS ARTISTS STANDOW 14429-15 MICH SHOT SHE WOW-1998-THE YEAR'S 30 TOP CHRISTIAN ARTISTS AND SONGS	5
	117				
12		117	22	BONE THUSS IN HURSHONY &' RUT-LESS EXECTREATIVITY OF 19523 98 THE ART OF WAR	1
88	88	17	31	GOD'S PROPERTY FROM KIRK FRANKLIN'S NU NATION A GOD'S PROPERTY	
89	73	86	6	B.B. KING MOX 11711 112 591756: DEUCES WILD	5
90	92	55	H	MARTINA MCBRIDE ICK INSWILLD (7516RLS (12 99/14 98) EVOLUTION	8
61	101	163	82	DAVE MATTHEWS BAND A" RIA 66904 (12 SH16 SH) CRASH	
12)	125	105	30	JANIROOUALA WORK 67953/016 (10 % 0216.96) TRAVELING WITHOUT MOVING	
11	98	102	7	USA LDEB GUTTIN 25141112 1916 191 FRECPACKER	-
-				* * * HEATSEEKER IMPACT * * *	۲
5	115	124	6	MARCY PLAYGROUND CHEROL SISSE IN SING SHE MARCY PLAYGROUND	
15)	111	110	13	THE VERVE ICHLT 44513WICH102 5516 Ste	
N	75	67	15	JARS OF CLAY @ ISSUMM/REVENTING ASSTRUM (REMICE NO. MUCH AFRAID	H
17	86	75	19	SCHNDTRACK & MENTER REPORTED AND CREMENT OF SERVICE OF SERVICE	H
	22	25	10	PAUL SIMON WARRENDS	H
H H)	122	10	6	RAVEN & UNVERSIGNATION STATE OF THE CAPEMAN RAVEN & UNVERSIGNATION STATE OF THE LIST HEATER	H
	122	100	19	BILLY JOEL COLUMBRA 5147 (22 SH 5217 SH) GREATEST HITS VOLUME III	H
					-
81	75	55	ы	ANY GRANT  AMY STATISTICS INCO SEE BEHIND THE EYES	1
42	55	30	42	THE MIGHTY MIGHTY BOSSTONES & NO TO SHARE MUTCHING MICELS ON LET'S FACE IT	1
	182	26	25	VARIOUS ARTISTS & VRUN 40116 (0) MOLE IN FURE MOODS	1
103		125	16	BLINK 182 GWGD 131349MCA IN 59152.95	1
L03	130				
103 105	130 90	32	7	HARRY CONNICK, JR. COLUMBA 18757 150 MI EQ17 MO TO SEE YOU	5
L03			7	HARAY CONNECK, JR. COLLINES (1717) 150 10 (2017) 100 TO SEE YOU FOO FIGHTERS • REMAIL ISSUE/CAPTOL LOUISON THE COLOUR AND THE SHAPE	ł
103 04) 105	90	32			

Others with the greatest size game this wass. 
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В		b	0	ard. 200. centinued JANUARY 10	, 191
WEX	UNST WEEK	2 WHG	NOT THE ON	ARTIST TITLE DAMENDELTIVICITIVE LANEL ELEVERITE UNIT PRICE OF EDUWELDIT FOR GENETITICES	N24
109	100	91	8	MICHAEL BOLTON & CALMERA GESTE (SO 18 EQ17 (15) ALL THAT MATTERS	39
110	111	111	1	SAMMY KERSHAW MERCENT BARRAULD SALLIS CO 16 EQ17 SH: LABOR OF LOVE	31
III)	123	129	30	MARY J. BLICE &' NON LOOP LED WITH MILE MILE SHARE MY WORLD	1
138	103	118	3 3	BRYAN ADAMS AM SHOULD US 90.17 90 MTV UNPLUGGED	10
(III)	136	128	21	311 & OPECORY S20111-MORCUPY IS 36 (2017 SB) TRANSISTOR	4
110)	136	130	24	MISSY "MISDEMEANOR" ELLIOTT & CASTREE CONTRACTOR DURING SUPA DUPA FLY	3
115)	132	127	8	JANE'S ADDICTION WATHER MOS. 46752 do 3456 MR. KETTLE WHISTLE	22
116	54	153	45	LEANN RIMES &' UNCHAINED MELODY/THE EARLY YEARS	1
117)	156		2 :	WARIOUS AUTISTS THE SOURCE PRESENTS HIP HOP HITS VOLUME 1	ti
138	136	119	ы	VARIOUS ARTISTS COLD FROM S254K TEL 12 JANT 381 CLUB MIX 95	- 51
118	135	118	5	BABYFACE DVC 48729 02 10 EQUS 10 MTV UNPLUGGED NVC 1997	10
8	135	145	28	K-CI & JOIO & MON LIGER VIE 19414-581 LOVE ALWAYS	2
121	109	135	32	SISTER HAZEL . INNERSA 53030 111 1911 5 11 SOMEWHERE NORE FAMILIAR	1
22)	151	156	27	WYCLEF JEAN FEAT, REFUSEE ALLSTANS A WYCLEF JEAN PRESENTS THE COMMAN FEAT REFUGEE ALLSTANS	,
122	124	122	34	NUMBER CONTRACTOR OF STATES AND A CONTRACT OF	2
10	224	144	24		-
20	165		25	* * * PACESETTER * * * SOUNDTRACK HELEWOLD INFERENCE AN AMERICAN WEREWOLF IN PARTS	12
125	116	116	47	PAULA COLE & manual electrometers a second to second the III THIS FIRE	3
26)	140	171	15	BEN FOLDS FINE OPERATION AND STREAMED USIN SEALAN WHATEVER AND EVER AMEN	9
20	178	140	34	BRIAN NCKNIGHT MIRCURY SUBJECTS IN THEORY & ANYTIME	1
128	68	52	11	JIM BRICKMAN & WINDOW HILL LIDER (15-9615 16) THE GIFT	4
128)	143	156	25	RADIOHEAD @ CANER SE221 (10 SW25 SE2	2
130	121	114	22	TRACE ADKINS OPTIOL MONITE SOUSSILE MOST DE BIG TIME	5
D	138	148	83	BECK & DOC 2492215021710 (DD 59-15-09) ODELAY	,
112	126	125	24	TONICA roution salotecter to the second	2
133	108	85	10	STEVEN CURTIS CHAPMAN STARDOW STARD COD 1815 98. GREATEST HITS	2
134	134	134	18	COLLIN RAYE . THE BEET OF COLUM PARE	1
				PC NRVUS CHISSON MRVUS (1990)211-90	1-
135	112	109	5	AM 50034 01/9817.581 THE FORT BEST OF STIND & THE FORDE	Х
134	120	115	61	ALAN JACKSON & ARSTA NASHVULE 1813 (20 58/15 98) EVERYTHING I LOVE	1
137)	159	174	30	WU TANG CLAN &' LOUD RESOSY/REA [15 16/24 58] WU-TANG FOREVER	1
138)	141	138	82	NETALLICA &* CLEATRA 61923/EDS (10 98/36 980 LOAD	1
134	53	133	45	JONNY LANG . ALM SADEAD 122 9636 367 20 LIE TO ME	4
146	125	120	62	ELTON JOHN & MCA 11451 (12-9818 55) LOVE SONGS	2
141	142	125	9	SOUNDTRACK THE SOURCE REAL SOOT AT CO. MICH. MO. MORTAL KOMBAT, ANNIHILATION	8
142	65	46	7	VARIOUS ARTISTS (PIC 68/50 (10 18 6217 18) SUPERSTAR CHRISTMAS	4
143)	354	163	65	TOOL & FREEHOLD SHOP- (10 MP)S MR AEN MA	1
	127	121	36	BOB CARLISLE &' BUTTERFLY KISSES (SHADES OF GRACE)	1
144		136	13	LUTHER WINDROSS O ONE NIGHT WITH YOU - THE BEST OF LOVE VOLUME 2	4
-	131		30	WINONNA CHR STORTUNIOSIAL CO.16/36.589 THE OTHER STOE	3
145	131 139	135		CLINT BLACK @ FCA INAMINALD \$3515555 (2019) 5 98 NOTHIN BUT THE TALLIGHTS	1
145 146		135	22	CLINT BLACK . REA INAPPRILED \$7515865 10 9835 98 NOTHIN' BUT THE TAILLIGHTS	
145 146 147	139		-	ICE CUBE PROPERTY SCOTT 20 19915 991 FEATURE NO. INCOMENTS BUT THE TAILLIGHTS	-
145 146 147 148	139 137		22		Я
145 146 147 148	139 137 147	131	22	ICE CUBE PROVING SEGURITING ICE CUBE	и 1
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#### TOP ALBUMS A-Z (LISTED BY ARTISTS)

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#### VID SUPPLIERS BINGING IN NEW YEAR WITH HIT TITLES

#### One."

"For the first quarter we expect to see big sales increases over last year," says Tower Video VP John Thrasher, "and the fourth-quarter titles will con-

"Hereales" arrives in stores Feb. 3 priced at \$25.99. It's just one of more than 25 titles Boens Vista will unleash during the first quarter. On March 3 it will follow "Hercules" with the reissue of "Peter Pan," which has been off the market since 1991.

Loaded with tie-in partners, "Peter Pan" is priced at \$25,99, hut con samers can receive up to \$17 in savings, General Mills offers a \$10 rebate when consumers purchase "Peter Pan" and any three Big G cereals and any one Betty Crocker product. Other videos included in the offer are "Hercales," "Si gle Book, "Sleeping Beauty," "The Jun-Beast: The Enchanted Christmas

Fisher Price Toys is offering \$5 in instant savings with the purchase of "Peter Pan." Consumers can get 33 off any "Great Adventures" toy priced over \$15. and \$2 off any Magnadoodle toy priced over \$20. The instant coupon is attached to the "Peter Pan" cassette box.

Buena Vista will also attach an in stant coupon good for \$2 off the title when consumers purchase any one ti tle in the "Haley Mills Collection II which arrives in stores March 3. Titles in the Mills group are "That Darn Cat," "The Parent Trap," and "Pollyanna." Each is priced at \$19.99.

Columbia continues its reign in the adult-driven sell-through market on Feb. 10 with the action adventure "Air tail with a \$14.95 minimum advartiged price. The film, which has generated more than \$175 million at the box office, stars Harrison Ford.

Meanwhile, Fox is releasing Food" to sell-through on Jan. 13 at \$19.98 suggested hist price. The release will likely be augmented by its strong soundtrack, released on LaFace/Arists.

Still, retailers aren't expecting a re-

peat of fourth-quarter fortunes

"Generally speaking, you don't have have titles released in the first quarvideo," says Strawberries director of distribution Mike Kaupp. " 'Air Forse One' is not like 'Lost World' or 'Men In Black,' but it will do well."

Kaupp predicts that Columbia's "My Best Friend's Wedding" "will be the hest carry-over title" from the fourth quarter, "With Valentine's Day coming up, that title should get some extra sales," he says.

#### **RENTAL RE-PRICED**

Several rental titles will be repriced, including new \$19.00 prices for "Sling Blade," "Metro," "Supercop," "Dead Man," and "Crime Story" on Tuesday (6). Madonna's "Evita" as well as "Emma" and Woody Allen's "Everyone Says 1 Love You" will also be reduced to \$19.99 on Feb. 2

Family titles "101 Dalmatians," "Jungle 2 Jungle," "D3: The Mighty Daeks," and "Honey, We Shrunk Ourselves" are being dropped to \$14.99 March 17, and 1996's best picture "The English Patient," goes to \$19.99 March 24

In a unusual program offering from Buena Vista, the company will release the special-interest documentary Long Journey Home: The Irish In America" Jan. 27. The four-tape set is priced at \$79.99. The series will air Jan. 25-28 on PBS.

Columbia is jumping into the new year with "Baddy," the story of a gorills raised by a socialite, played by Rene Russo. The title, which carries a \$14.95 minimum advertised price. roes to stores Jan. 13.

In addition the animated remained American Pop" and "Riverdance: Lise From New York City," the second installment of the Irish dance phe nomenon, hit stores Jan. 20. "Riverdance" is priced at \$24.95

Universal Studios Home Video kicks off '98 with the delayed release ales & Xera: The Animated of "Here Movie-The Battle For Mount Olym pus." in stores Jan. 13 at \$19,98

Episodes from both superheroes' syndirsted television shows will be relessed in February priced at \$14.98.

Other January titles from Universal include "Leave It To Beaver," reduced to \$19.98; four Back Jones titles under the "Universal Matinee Series" han ner, priced at \$14.98 each; the Oszie and Harriet film "Here Come The Nel-2005 for \$14.98; and three new Deanna Durbin titles priced at \$19.98 each.

#### **VIDED VALENTINES**

Catalog promotions will take center stage during the first quarter, as retailers take advantage of the lucrative Valentine's Day and Easter selling

Buena Vista is planning a Valentine's Day promotion starting Tuesday (6), featuring several "Mickey And Minnie" titles priced hetween \$9.99 and \$14.99. An Easter promotion will "Spot For Easter," esch specially priced at \$12.99, beginning March 3.

Additional Valentine's Day promotions include five low-priced theatricals from New Line Home Video arriving in stores in mid-January and priced at \$19.98. Titles in the promotion are "In Love And War," "Love Jones," "The Promise," "Head Above Water," and the annual favorite "Bed Of Roses.

In March, the company will re-price the spy spoof "Austin Powers: International Man Of Mystery" to \$14.98.

Paramount Home Video kicks in an animated Valentine's Day featuring the direct-to-video title "Rugrats: Dr Tommy Pickles," arriving in stores neised at \$12.96. A mix of Rugrats and Hey Arnold! titles rounds out the program. Prices range from \$9.95 to \$12.95. The supplier will also drop the price of "Romeo + Juliet" \$14.95 and re-promote some of its most romantic videos, including "Ghost" and the original "Sabrina," all priced at \$14.95.

This year also marks the 40th an nivereary of "The Ten Command ments," and Paramount will celebrate with a special edition of the classic. priced at \$35. The limited collector's dition will be in stores Feb. 24.

The 35th anniversary widescreen edition of "To Kill A Mockingbird" is set for a Fob 24 release from Universal

The title, priced at \$19.98, also features a 20-minute documentary and special packaging.

will coincide with a number of video re-promotions, the higgest from Warner Home Video

er will release more than 60 of its Academy Award-winning films in ecojune tion with the studio's companywide 75th anniversary celebration. Specia packaging and reduced pricing highlight the program, which includes a Isth-anniversary edition of "Cabaret," "Casablanca," "Unforgiven," "Driving Miss Daisy," "The Killing Fields," Klute," "Cool Hand Luke," and many

tion will cell well," says Thrasher.



Contrary to a report in Billhoard's rear-end special issue titled "The Year In Business" (Billboard, Dec. 27, 1997), Trans World Entertainment was never operating under Chapter 11 bankruptcy protection.



#### by Geoff Maufield

WORLD (RECORDS) ACCORDING TO GARTH: When we last left our readers two weeks ago, Garth Brooks' "Sevens" had set SoundSean-cra records for the most sales in an album's first two weeks and the most in an album's first three weeks. He has not let up since

Last week, when Eilboard did not publish for the sales week that ended Sunday, Dec. 21, Brooks managed a 28% uptick over the prior chart, which brought his four-week taily up to 2.7 million units, blowing away the 2.5 mil-lion units that Pearl Jam's "Vitalogy" had during the first four weeks it was available on CD and easaette

Now, the week that included Christmas sets a new standard for an album's first five weeks. With a 6,600-unit gain over the prior week, "Second" 684,000 units for the week, which ratchets his tally close to 3.4 million units Vitalogy" held the previous five-week record with 2.75 million in 1994, while the Beatles' "Anthology 1" rang up almost as many during its first five chart works in 1995

Meanwhile, the sales chalked up the last two weeks by runner-up Celine Dion have been impressive in their own right. During the unpublished week her "Let's Talk About Love" scored the The Billboard 200's Greatest Gain er with a 225,000-unit increase, a 64.6% hlast that pushed it to a one-week sum of 574,000 units. This issue, a 9% jump yields 623,000 units for the week, just 49,000 units shy of Brooks' chart-topping tally.

UPLIFTING: The hlast in husiness, which has music merchants singing a happier tune than that hummed by retailers in other sectors during the fourth quarter of 97, comes from a broad array of contributors. During the unpublished week, there were four albums surpassing the 400,000-unit mark and 14 in the 200,000-or-more club (with two others missing that mark by just 2,000 units each), while each of the top 37 exceeds 100,000 units. Dur ing the comparable 1956 week, No Doubt was the only one above 400,000 ts. There were 11 titles at 200,000 or more, and 29 in the 100,000-plus

A comparison of the Christmas weeks from both years also tilts toward 1997. A year ago, no titles could touch the 600,000-plus rung up this week hy Garth Brooks and Celine Dion. Each of the current top 17 albums suruses 200,000 units, while just nine did so during Christmas week of '96. Each of this issue's top 37 albums exceeds 100,000 units; just 27 did in the same '96 week

Key among the contributors is the "Titanic" soundtrack, which won the percentage-based Pacesetter award during the unpublished week and this supe's Greatest Gainer (72-31): Rackstreet Boys, who last week role an 81% gain to jump to No. 12, surpassing their previous peak of No. 15; and rapper Mase, whose 30% gain is the largest in this issue's top 30, a gain that pushes him back into the top 10 (16-10).

SEE THE INVISIBLE: Remember, if you want to eateh all music sales and radio charts that were compiled during the unpublished week, those lists are available for a fee from Billboard's research department, reachable at 212-536-5054 or research@billhoard.com

HOW MUCH 18 THAT CD IN THE WINDOW? A comparison of The Billboard 200 that ran in our Year in Music issues of 1997 and 1996 shows that while \$16.06 remains the most frequently employed shell price for front-line compact discs, higher-priced spreads are spreading, and \$15.98s are becoming a thing of the past.

The chart that ran in '97's year-end issue sported 111 titles with a CD list or equivalent of \$16.98, down just half a dozen from the 117 that appeared on the 200-position list that ran in the '96 Year in Music edition. The prem um \$17.98, typically used for soundtracks or a big-name act's album, swelled during the year, from 21 in the '96 year-ender to 49 in our last issu

As conspicuous as the move toward \$17.16 tags is the decline in the use of the \$15.56 mark. Just a few years ago, \$15.58 was the most common price point, but its evaporation has accelerated. There were only 19 \$15.98 in our at issue's Billboard 200, compared with 42 for the same week in '96.

The number of albums priced at \$18.96, usually reserved for double-CD sets and boxed sets, is about the same: 11, compared with 13 in the comparable '96 week. Likewise, the use of price points under \$15.98, generally applied to EPs by name acts or full-length alhums by developing acts remains in the same hallpark. There were 10 such titles on the last printed Billboard 200, compared with seven in the chart that closed out '95.

An analysis of the Heatseekers and Top Pop Catalog charts from the san '96 and '97 issues also reveals the shift from \$15.98 to \$16.98. There were 22 \$15.98s out of 50 titles on the last printed Heatsweikers chart of '96, but just 15 at that price in the last issue of '97, while the number of albums at \$16.98 or more grew from 15 to 25. On the comparable Top Pop Catalog lists, which also print 50 positions deep, \$15.98s went from 14 at the end of '96 to eight at the end of '97, with those at \$16.98 or more growing from 15 to 23.

The number of titles at \$14.98 or less declined on both Hestspokers and Ton Pan Catalog but not significantly, which is notewarthy in both categories since the lower-price sets are often employed to get lesser-known acts on track and because midurice and budget lines also sour catalog activity. In the '96 year-ender, Heatseekers had 13 albums at \$14.98 or less, compared with 10 in the same 1997 week. On the catalog charts from the same weeks, there were 21 on the '96 list and 19 on the '97 list.

# **DVD Gains A Healthy Release Slate For '98**

Eight months after DVD entered the mariostolace, new releases in the format are coming fast and furious. with a slew of titles being released day-and-date with VHS as well as a wealth of catalog for the new year.

"DVD is not new-release-driven but is a function of the number of players in the market, and there were trees," says Best Buy video surrehan. dise manager Joe Pagano, "Classics as well as new releases make collecting exciting for this new technology. With both these factors working we have very high expectations

On Jan, 6, MGM/UA Home Entertainment was to release the gangster riller "Hoodlum" on DVD and VHS, while Warner Home Video will "Fire Down Below."

LIVE Home Video will send out "Wishmaster" on VHS and DVD Jan. 18 and "Critical Care" Feb. 17. "Air Force One" will be available

on DVD and VHS Feb. 10 from Columbia TriStar Home Video.

ing to DVD Feb. 10 are "The Devil's Own" and "Fools Rush In." New Line Home Video is p

slate of 25 DVD and VHS day-and date releases, including "Boogie Nights," "Wag The Dog," and "Lost In Space," under a new branded lite called the "New Line Platinum Series," Release dates have not been determined

Catalog king MGM will put out exial DVD editions of "The Good The Bad, And The Ugby," "Moonraker," and an unrated version of the Academy Award-winning "Leaving Las Vegas." All are due Jan. 27

Other top entalog releases from MGM include "The Maltese Falcon "The Treasure Of The Sierra Madre," and "Citizen Kane," all wail-

Universal Studios Home Video releases its "Special Editions" DVD line, which features "Apollo 13, "Cusino," "High Plains Drifter," and the "Xens Trilogy." All are available EILEEN FITZPATRICK

Academy Awards time in March Throughout the first quarter, Warn

other Oscar-winners from the studio.

"There's going to a lot of advertising for this promotion, and we're antici pating that all the titles in the promo-

#### MAJOR, EMERGING ACTS ON BELEASE SCHEDULE

#### ontinued from page 1)

The January-March quarter will see new albums from veterans like Eric Clapton and Madonna, as well as debuts from acts like Rufus Wainwright and Thanks To Gravity.

Stan Goman, senior VP of Tower Records, says he is "cautiously ontimistic" about the first quarter. "There's some big releases in the last part of March, and Jamaary should be really good because gift certificate sales are really great. The big question is the eight weeks in between

John Grandoni, director of purchas ing for National Record Mart. savs "Manufacturers realized they're com noting with themselves when they rough everything out in the fourth quarlost in the shuffle. The more astute vendors know radio's much more wide open in January to help get something ignited. A record can stand out more

Clapton, a consistent hitmaker since his chart debut in the '60s, will release a studio album of new material on Reprise. This will be Clapton's first new album of pop material this decade

The Warner/Reprise labels will have other superstar releases this quarter, including an album of new aterial from Madonna Feb 24. It will be the pop icon's first album of new material since 1994's "Bedtime Stories." Feb. 10 will see the release of the first Van Halen album to feature its now load vocalist, ex-Extreme singer Gary Cherone. And there'll be a new Chris Isaak album Feb. 24.

Arista has a new Aretha Franklin album scheduled for February, featur ing a song written by Lauryn Hill of the Fugees and produced by Sean "Puffy" Combs, Jermaine Dupri, and Dallas Austin. January will see the sophomore set by the Tony Rich Pro ject on Arista joint-venture LaFace and February will bring the release of Faith Evans' sophomore album, "Keep The Faith," on Bad Boy.

"Happy?" will be the question on Jann Arden's lips when her third al-

burn for A&M hits atores March 24. The same month, the label will release the first Richard Carpenter album since 1987 "Pianist-Arranger-Composer-Conductor" will feature trumental versions of Carpenters classics. Perspective/A&M will release



debut albums from Salt 'N Pros song writer Rafas Blac and Immature song writer Smooth, and AdrM will unleash Players Club. the soundtrack to a film written and directed by Ice Cabe.

Polydor has "Home Truths From Abroad," the second album from Britain's Fretblanket, due Feb. 10 and has a first-quarter release from new signing Locy Lee.

Atlantic has one of the quarter's earliest releases, with the "Great Expectations" soundtrack due Jan. 6. Artists include Tori Amos, Duncan Sheik, and Poe. Jody Watley makes her label debut Jan. 13, Michael Crawford has a new album Feb. 17, and March will see releases from Clannad Marc Cohn, and Scott Weiland.

Retailers say the albums that do. particularly well in the first quarter are those that appeal to the young Youth product definitely picks up considerably," says Grandsni, "Some adult product falls off. Much of the youth gets money for Christmas. Kids on vacation get into stores to pick up things they didn't get for Christma Ran and alternative rock tend to do well, he adds

To reach that market, the new alum from Pearl Jam will be out in early February, the release of which Epic as confirmed. And rap act Cappa Donna will have a release out Feb. 10

Gloria Estefan readies her new set for March. 550 Music will issue the third Deep Forest album in February.

Elektra will introduce Los Angeles based songwriter Rebekah in March with "Remember To Breathe." The young composer was personally signed to the label by Elektra/East-West chairman Sylvia Rhone. Other first-quarter releases from Elektra include "Polythene" from the U.K.'s mekodic, metallic trio Feeder Feb. 10 and "Head Trips In Every Key," the sophomore set from Superdrag.

RCA has three important reles set for early 1998. La Bouche had a platinum debut with "Sweet Dreams and the dance dao's sequel, "S.O.S," is ready fallen for the charms of American boy band 'N Sync, and the quintet's enonymentaly titled debut is now set for LS, release in March. Hum's second RCA albam, "Downward Is Heavenward," is planned for February.

Capitol will lead with "Start," the jebut album from Portsmouth, N.H.used Thanks To Gravity Feb. 10. In March, the label unveils new album from Robbie Robertson and Batthole Surfers on the 10th and Bonnie Raitt on the 24th. The new Liz Phair album on Matador, which now goes through Capitol, is also out on the 24th. Geffen's DGC label begins the year

with the debut album from L.A. rock hand Fluorescein and follows with alternative outfit Slowpoke Feb. 10. In March, the label has lined up releases from Sonie Youth, Hole, and Elastica. DreamWorks introduces Rafus Wainwright, son of Loudon, Feb. 34 and in March unleashes the debut album from the U.K.'s Propellerheads.

MCA's first release for 1998 is the "Half-Baked" spondtruck. In Febru ary, Minneapolis trio Semisonic's new album hits the streets, while silky R&B ocalist Keith Washington makes his Silas/MCA debut. Hip-hop newcomer Cosmic Slop Shop, whose name was in-spired by a 1976 Funkadelic single. unabar James Meana's new Meana

Music Group imprint in March.

The biggest news from Jive is "V.I.P.," the fourth set from R. Kelly. His 1995 self-titled album went to No. 1 on The Billboard 200. The Beunion label, now part of Jive, will issue a new album from contemporary Christian



artist Michael W. Smith, And Jive's gospel subsidiary, Verity, will release Wow Gospel '98," a compliation featuring genre superstars (see story, page 14

The fifth Lenny Kravitz aloum will be issued by Virgin March 24. The label also has product from Loudon Wainwright and 911 in February. Blues/rock guitarist Johnny Winter returns on Pointblank Feb. 10, and John Hammond has a new album for the label in March.

Capricorn unveils "Thread" from quirky San Francisco-based Box Set Jan. 13. Warren Haynes and Allen Woody have turned their Allman Brothers side project, Gov't Mule, into full-time work; their first Capricorn album is out Feb. 24.

Two well-known acts will make heir label debuts on River North. It's been 10 years since Kansas appeared The Billboard 200; the band will be back with an album recorded with the London Symphony Orchestra. Taylor Davne will also make her River North debut with a new studio album

Miles Copeland's Ark 21 imprint has British rock group Porcupine Tree

making its label debut with "Signify" Jan. 13. Canada's Alannah Myles marks her first for the label Feb. 10 "Arrival." Ark 21 has another label debut March 24 with Leon Rus sell's "Hank Wilson's Back Again," his first altum since 1981.

Mariah Carey's Crave label will go the extra mile with the first albun from Detroit R&B quartet 7 Mile

Jules Shear will make his Windham Hill label debut Feb. 24 with "Between Us," a collection of ducts with such partners as Paula Cole, Roganne Cash, and Carole King.

#### CLASSICAL SOUNDS

In classical music, EMI Classics has two priority releases coming Jan. 20: "Eigar: Violin Concerto" by Kennedy and "Kiri Sings Irving Berlin" by Kiri Te Kanawa, Philine Classics starts the very off with "Love's Sweet Surrender." an album of Mozart arias by Svivia McNair, Mitsuko Uchida con tinues her Schubert piano evele in Janwith "Schubert: Piano Sonatas D 840 & 894."

Rykodisc begins 1998 with Martyn Bennett's blend of ancient Celtic and modern dance music, "Bothy Culture," Jan. 13. On Feb. 3, the label releases "Strange Angels," the follow-up to Kristin Hersh's solo debut.

Swamp Boogie Queen, an L.A. club scene sutfit, will have its first N2K Eneaded Music album released March 10. "Ill Gotten Beogie" was produced by N2K president Phil Ramone.

Francis Dannery, who made sever al year-end top 10 lists with "Tall Blonde Helicopter" in 1995, brings his spirited pop music to his Razor & Tie label debut Feb. 17.

On Jan. 18, Decea will issue Rhett kins' third album, "What Livin's All About." On Feb. 10, the label releases the debut disc from Kentucky-born singer/songwriter Chris Knight.

Assistance in preparing this story was provided by Don Jeffrey in New York.

# **Reissues Abound For The 1st Otr.**

#### BY FRED BRONSON

Sony Legacy has scheduled a Feb 10 release for one of the label's most exciting protects, an updating of its used under the "Columbia/Legacy Broadway Masterworks" legend in the roater includes romastered verthe roater includes runnauerous in stons of "A Chorus Line," "My Fair Lady," "Annie," "Oklahoma!," "Li'l Abner." and "On The Town." some with bonus tracks.

On Feb. 24, Legney will issue "The Quintet Box" by Miles Davis, a sixdisc set that is a follow-up to the triple-Grammy-winning Davis box set released in 1996. A Janis Joplin "Live Set" will be issued the same day. The double-disc collection of live recordings from the Fillmore West in San Francisco contains all previously unreleased material.

Also slated for release Feb. 24 are two more double-disc sets: a career spanning set from Tuj Mahal and a Loggins & Messina greatest-hits collection that may include previ ly unreleased material. On March 10, Legacy will give the Santana catalog the same treatment the label

more the Burds this year, with the "Abraxas and "Santana III," with creative in put from Carlos Santana.

Rhino Records continues its pop lar "Smooth Grooves" series with three volumes of "New Jack Ballads" Jan, 13. That same day, the label drops "VH1 8-Track Flashback: Classic '70s Soul," featuring hits by James Brown, Eddle Kendricks, and

to release the first three Andy Gibb albums on CD for the first time "Flowing Rivers," "Shadow Dane ing," and "After Dark" are due Jan 13, along with the two-CD set Story Of Them Featuring Van Mor rison" on Deram/Polydor and "The Best Of John Mayall & The Blues breakers," compiled by Mayall and featuring a track-by-track inter-view. An undated "The Best Of Tom Jones" is due in March

MCA's Hip-O imprint has at least a dozen first-quarter releases, inchiding a greatest-love-songs collec-Jan. 27) and an album featuring songs (Feb. 9). A collection of original songs later recorded by Elvis Presley is due March 9, and a Phylstores March 23. Varèse Sarahande's Varese Vin-

tage logo continues to expand its atalog with compilations of Burt Bacharach songs by various artists, classic TV game-show themes in conjunction with the Game Show Network, and greatest-hits collections from voralists Catorina Valonto and Jane Morhiggest Hot 100 hit. "You Turn Me

Taragon will offer first-time o tracks for many of the cuts on The Very Best Of Red Bird/Blue Cat Records," the labels that we home to the Shangro-Las, the Dixie Cups, and the Ad Libs. There will also he a double-CD set of "The Very Best Of Eddie Fisher" from his BCA years and a TV soundtrack to the 'One Step Beyond' series, originally issued hr Decca in 1960.

Ranor & Tie's first-quarter reisues include a collection of Livand Capricorn years, greatest-hits Mary Johnson, and the soundtrack to "A Fistful Of Dollars.



www.NDMS - Orantes: Baneld S. Holds - Presider & CCI John B. Holsands Jr. Johns T. Halands J. Scienting, Martin P. Ferry, Henned Lander - Sanov Yos Preside I. Paul Carma, Nant Ellinger, Ann Hama, Resolut Lander - Mice President Ellin-an Chronita, W. St. Ellingert



# New Web Site To Showcase Fresh Talent For Global Biz

Billioard Talsert Net, a new Web site being developed as a marketplace for new masic by unsigned and developing arclists, will be introduced to the indutry this month at the MIDEM conference in Cannes, France. The new site is a licensee of the Billbard Music Groups and will have links to Billbard Online (www.billbard.com) and other Marie Group Web sites. For A&B excutives, music

publishers, artist managers, attorneys, and other seekers of talent, Billboard Talent

Net will provide easy online access to an international pool of new acts. Each artist's entry will include biographical information, up to three songs (or six minutes of music), press clips and reviews, upcoming gigs, copyright information. territory availability, and other facts useful in negotiating agreements. Billboard Talent Net also will offer the opportunity for music companies, publishers, and artist managers to post listings of their own artists for international exploitation.

Consumers also will play a part in Billboard Talent Net. Visitors to the site will be invited to listen to the sound samples on "Radio BTN," consided as a virtual radio station, and rate the music they hear. Rankings of the artists on the site will be posted weekly, allowing industry users to ascertain the popularity of the available acts.

"Billboard Talent Net brings the best of two works together," explains Andreas Wuerfel, GM of the New York-based startup operation. "On the one hand, the Internet. affords

our unsigned art-

ists the ability to



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get their music heard by the consumer in this direct and outling way. But it also gets their music directly to the music industry and opens up the possibility of a record contract and the more traditional route."

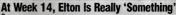
Artists (or firms representing artists) will have monthly quarterly, and annual fee options for plasming material on the site. There will be no charge to the industry or the public to access the site and all of the relevant data. The site, which currently is under construction, is targeted for an official launch in March. For further information, contact Waerfel at 212-757-2031.

of Billboard Online and director

of strategic development for the

In addition to her recent work at Billboard and Billboard

Billboard Music Group,



by Fred Bronson

BEAT

ONLY FIVE SUNCLESS IN hintery have been No. 1 on the He 100 for 14 weeks or length, and one of them is the carried energy of the John Schultz Schultz Schultz Schultz Schultz Yao Look Tonight? Candle In The Wind 1977 (Bocket) in poly position for the 14th concention week. The tribute to the tone Disance, Princess of Wakes, onter other chart No. 1 the week of Coll. 11, 1957, and have remained there over

Six years ago, a 14-week run at No. 1 would have been the all-time record, but ever since "1 Will Always Low You" by Whitney

Will Abrupt Low Yur' by Whitney Houston was No.1 for 14 works in 1980-50, IV not quite as earling to hore a sciple remain on inpifer so long. After al., "14 Mon and "Macarene" (Baynich Bays mith y Los Del Sio toth had 14-week rans, and "One Sweet Day" by Mariah Carry & Boya II Men set the nil-time record by staying on too for 16 weeks.

If Elton has just one more week at No. 1, he'll be in secord place all by himself. Two more weeks will lie him with Carry & the Boyrs, and three more weeks will set a new reck-ers record. Meanwhile in the cartast for the most marks at No. 1.

refer were refer. Manushike, in the context for the most weeks at No. 1. "Cardied": "Something" has iffled Elion from 19th place to seventh. Elion has now speci to studied of weeks at the summit, tode with Paul McCartney. The only acts with more weeks at No. 1 are Wrihtney Heuston (31), McKneel Jacks son (37), Royz II Mcn (50), Mariah Carey (57), the Beast les (50), and Elivia Peresley (50).

By remaining No. 1 into 1996, Elton now has collected at least one top 40 entry every year since 1970. That 28-year uninterrupted string is an all-time record.

SLX IS TOO MUCH: Britain's Spice Girls are not reating or their laurels for having the No. 1 album of 1997. In Britain, they've collected their skith consecutive No. 1 singie with "Too Mach," the second release from the "Spiceworld" album, No other set has ever hit No. 1 with its first

six singles—the record is three, held jointly by Gerry & the Pacenakers, Frankie Goes To Hollywood, Jire Bunny & the Mastermixers, and Rohoos & Jerome. The US: recerd is held by Mariah Carey, who went to No. 1 with her first five singles.

RAISE THE TITANIC: The highest-ranked soundtrack on The Billboard 200 is still "Men In Black,"

which fails 21-26, but the fracted-triang coundbrack is "Thanke," which cruises 72-81. The theme may from the "Thanke," which cruises 72-81. The theme may from the form the different alterns. "My Fleert Will Go Orf by Cellus Dions is on the original scundbrack as well as her "Let Talk About Lowe" disc, which halds at No. 2. "Rest" is the only new Eilse on this issue's Adult Contemporary top 10, assiling 11-7.

GOWITH THE (ORINOCO) FLOW: Engels "Only If ..." (Warner Broa), from her "Puint The Sky With Stars" greated-list collection, is only her thrift along to appear on the Hot 100. Her first was "Orizone Fiser (Sail Aways," No. 29 in 1989, and her second was "Cariforn Blue," No. 79 in 1992. That makes "Only If ..." the first Enye single to chart in almost six years.

BAM THANK YOU MAAM: Wham' is back on the Adult Contemporary chart, but it's a holiday bounce from all the airplay gamered by "Last Christmas," the only new entry at No. 22.



Julie Taraska has joined Billboard Online, the Internet home of Billboard magazine, in the new position of news editor. Taraska has been contributing to Billboard Online as the

author of Daily Musie Update since April 1996. She also has been a parttime proofreader/copy editor for Billboard since December 1995.

As a fulltime member of the Billboard Online staff, she will continue to

lead daily news reporting activities and will be responsible for expanding the Web site's overall editorial content. She reports to Ken Schlager, editorial director

Online, Taraska has done extensive freedance writing on music-related subjects for British GQ. Elle, the equest. She has a B.A. Gregeres from Connecticut College. Other accemcollege. Other accem-

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studies of the British punk scene as a Thomas J. Watson Fellow and her contributions to revent billious of Forguin's "Rough Guide" travel series.

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